THE CANNED GOODS TRADE

An Independent Journal of the Canning and Allied Industries

THE CANNED GOODS AUTHORITY OF THE WORLD.

VOL. XXVII. BALTIMORE, JANUARY 13, 1905. NO. 21.

BEST EQUIPMENT.
BEST DELIVERY.

BEST TREATMENT.
BEST CANS.

American Can Company

NEW YORK:
BOWLING GREEN BUILDING.

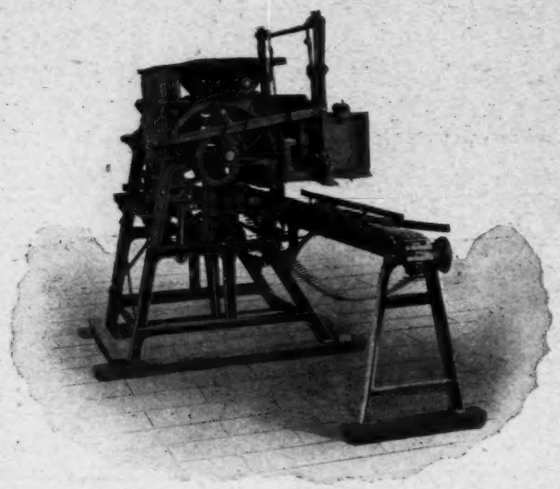
BALTIMORE, MD.
BOSTON AND HUDSON STREETS.

PRINCIPAL OFFICES:

CHICAGO, ILL.
MERCHANTS' LOAN & TRUST BLDG.

SAN FRANCISCO, CAL.
209-221 MISSION STREET.

THE NEW 1904 BUCKLIN PEA FILLER AND BRINER.



Stittville, N. Y., Sept. 8, 1904.

The Sinclair-Scott Co.,
Baltimore, Md.

Gentlemen—The new Bucklin Pea Filler is a daisy, in fact we believe it to be the best pea filler and briner on the market today, and no doubt when the pea canners "catch on" you will have lots of orders. We did not have a moment's trouble with it—it worked beautifully all through the season and of course we are perfectly satisfied with the machine in every particular.

Yours truly,
(Signed) The Stittville Canning Co.
Per D. B. Simmons.

Freehold, N. J., Oct. 28, 1904.

The Sinclair-Scott Co.,
Baltimore, Md.,

Gentlemen—Yours of October 26th is received. Referring to the improved Bucklin Pea Fillers purchased of you this season, I would say that I operated them through the entire pea packing season with entire success. You will remember that I put in two to begin with, and immediately ordered two more. They do the work more completely than any filler I have operated heretofore. The cans are filled uniformly; the brine is drained off without any loss of peas, and in a perfect manner. There are no possible jams—altogether, I do not see how you could improve upon them. Its capacity is fully equal to that of the Hawkins capper. I shall equip my entire plant with them another year. Yours truly,

(Signed) Jos. Brakeley.

The "Colossus" Pea Separator

BUCKLIN CYCLONE PULP MACHINE

BUCKLIN FINISHING PULP MACHINE

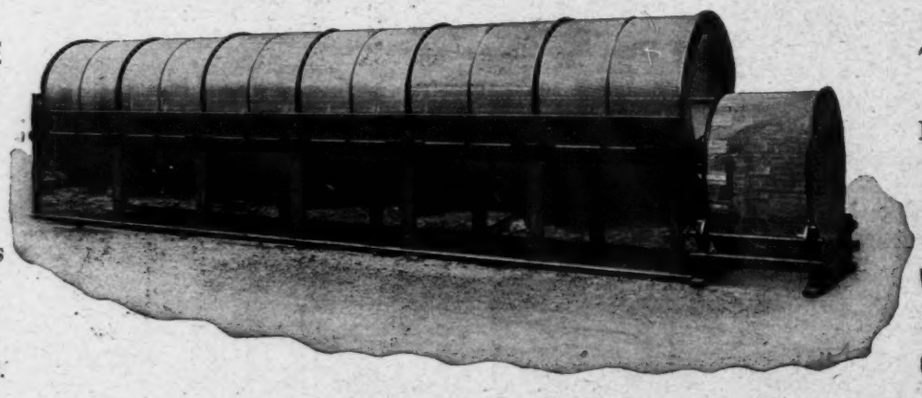
Pea Hullers

Cranes

Crane Fixtures

Peach and Apple Parers

KETTLES, CRATES, &c.



OYSTER BOXES AND CARS

Trayless Power Tomato Fillers

Foot Power Tomato Fillers

Pineapple Slicers

PINEAPPLE AND VEGETABLE GRATERS

Floor Trucks

CLUTCH PULLEYS, &c.

THE SINCLAIR-SCOTT CO.,

WELLS AND PATAPSCO STREETS,

BALTIMORE, MD.

POPE TIN PLATE COMPANY,

CHARLES E. POPE,
PRESIDENT AND MANAGER OF SALES.

OFFICES:
PITTSBURGH, PA.

WORKS:
STEUBENVILLE, OHIO

Capacity, 700,000 Boxes Per Annum.

Special Attention to Orders from Canners and Can Manufacturers.

A QUALITY OF EXTRA SOFT AND WELL COATED PLATE MAINTAINED.

BUSINESS SOLICITED.

OYSTER STEAM BOXES

OYSTER CARS
OYSTER MEASURES

PROCESS KETTLES
PROCESS CAGES

POWER CRANES, Etc.

H. COTTINGHAM,

504 E. Fayette St., Baltimore, Md.

STEWARD'S

Sanitary Can.

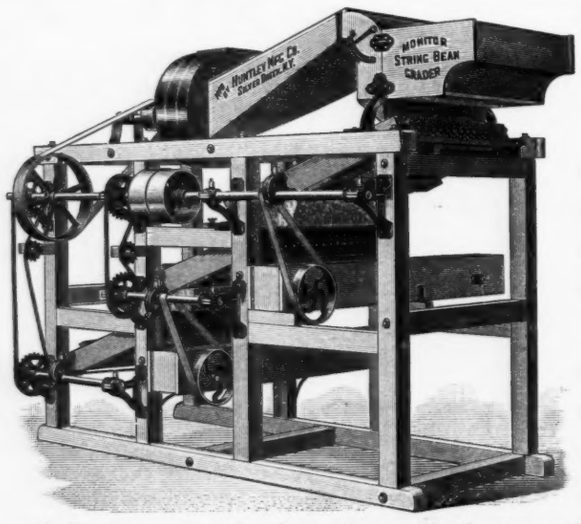
By using our system you get as near the natural flavor as possible.

SAFE FOR ANY ONE TO USE. *CHEAPER TOO.*

L & J. A. STEWARD,

Rutland, Vermont.

At THE TOP for the NEW YEAR



THE MONITOR TRADE-MARK

means success to the canner of 1905 because it represents perfect canners' machinery.

The Monitor String Bean Grader, shown herewith, is an absolutely necessary part of the modern canner's equipment because it is most efficient and satisfactory, producing four distinct and perfect classifications. It embodies perfect screen separations and perfect air separations.

We will gladly demonstrate their efficiency on your own floors for a thirty days free trial.

The Monitor Line includes every machine for canners' uses. They are gauranteed perfect in workmanship, in material and in efficiency. Write for free catalogue.

HUNTLEY MANUFACTURING CO., SILVER CREEK, N. Y.

Second Hand Machinery For Sale.

1 2-H.P. Backus Gas Engine.
1 2-H.P. Otto Gas Engine, Electric.
1 3½-H.P. Otto Gasoline Engine, Electric.
1 7-H.P. Olin Gas Engine. Electric.
1 9-H.P. W. & M. Gas Engine, Electric.
2 12-H.P. W. & M. Gas Engine, Tubes.
1 12-H.P. Otto Gas Engine, Electric.
1 14-H.P. Otto Gas Engine, Electric.
1 20-H.P. Otto Gas Engine, Electric.
1 5-H.P. Otto Gas Engine.
1 6-H.P. Otto Slide Valve.
7 No. 4 Treadle Presses.
2 No. 3 Treadle Presses.
6 Squaring Mgchines.
3 Drop Solder Cutters.
3 Screw Presses.

1 24 x 10 Clutch Pulley.
1 36 inch Exhaust Fan.
1 18 inch Swing New Haven Lathe.
1 13 inch Swing Pratt & Whitney Lathe.
1 Drill Press.
1 Emery Grinder with Stand and Counter Shaft.
1 Emery Grinder.
1 Air Pump.
1 6 x 4 x 6 Snow Steam Pump.
1 4½ x 2¾ x 4 Snow Steam Pump.
1 Small Blake Steam Pump.
2 Mitchell Power Presses.
2 Mitchell Can Floaters, complete.
1 Cameron Body maker, complete.
1 Lever Press or Punch, with deep throat.

SLAYSMAN & COMPANY,

Factory: ***125-127 East Falls Avenue.*** Office and Salesrooms: ***200 West Falls Avenue.***

BALTIMORE, MD.

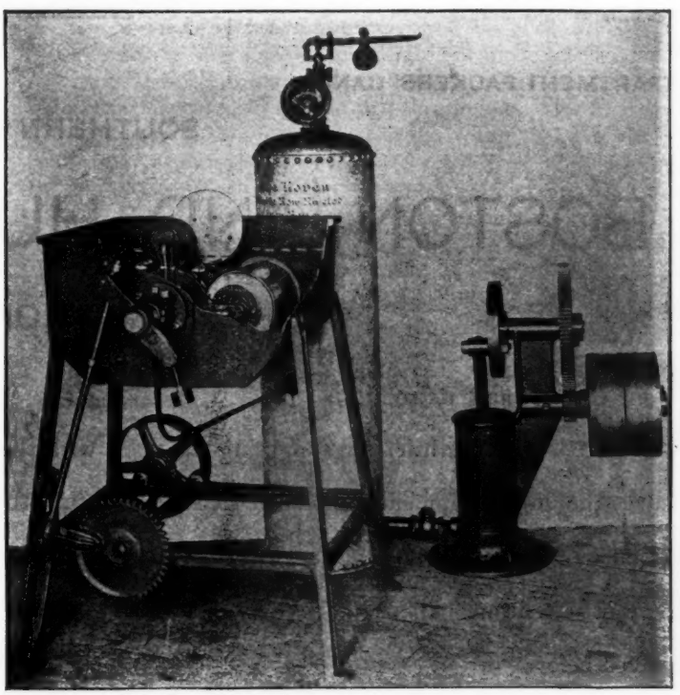
Can-Making Machinery.

Up-to-Date
Can Tester.

Designed to work in Connection with Floaters.

Capacity: 12,000 2-lb. or 3-lb. Cans.

Will test any size Can, round square or oblong.



E. J. LEWIS, Middleport, N. Y.

Possessing the best equipped and largest factories

We supply the Finest Cans with no delays.

AMERICAN CAN COMPANY.

DEPARTMENT PACKERS' CANS.

SOUTHERN DIVISION

BOSTON AND HUDSON STREETS,

BALTIMORE, MD.

To our Friends and Patrons:

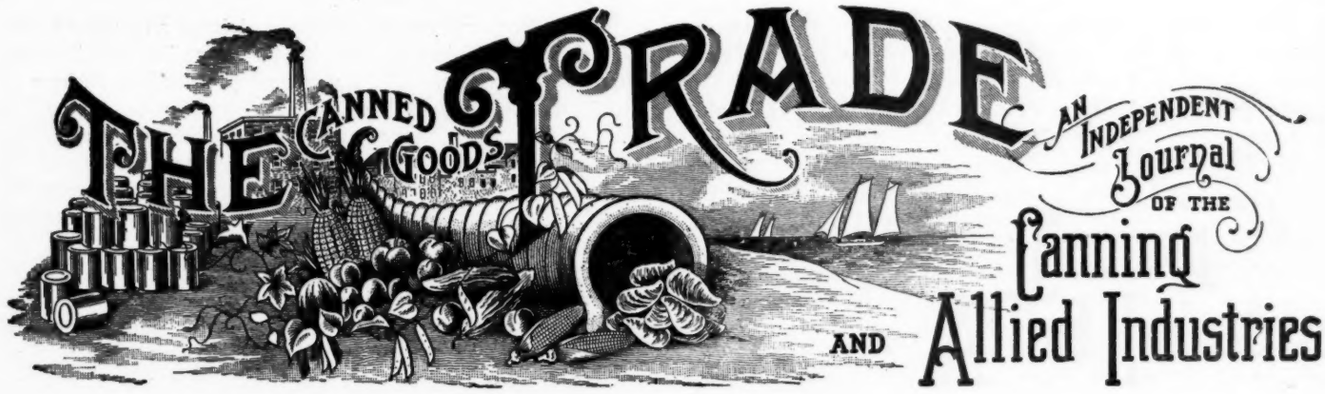
Our facilities for supplying the trade with the best make of Cans are practically unlimited. This insures the quick shipments which are necessary during the rush of the packing season. We invite your correspondence on all matters pertaining to Packers' Cans, and you can depend upon your inquiries and orders receiving our best attention. It shall be our endeavor to give you a better Can and better service than you have ever received before.

Yours truly,

AMERICAN CAN COMPANY.

STANDARD OIL CO'S **TIN CAN OIL** is used by 95 per cent. of the CANNING TRADE. Why? Because it is best and cheapest, and is for sale everywhere by Tank Wagon, in Barrels or Iron Drums.

Address Nearest Tank Station or BALTIMORE, MD.



BALTIMORE, FRIDAY, JANUARY 13, 1905.

The BEST QUALITY DELIVERY CANS

American Can Company.

SOUTHERN DIVISION

BOSTON & HUDSON STREETS.

C. & P. Telephones Mt. Vernon 3620, 3621, 3622.
Maryland " Windsor 435, 436, 437.

BALTIMORE

Quick Shipments. Best Goods.

Weekly Review

Of the Canned Goods Situation. Market Reports.
Conditions and Changes. Outlook.

Just at this time of the year begins the first study of the weather in respect to the crops. At this season of the year the men who supply the canned goods industry with the seed for the peas of 1905 are getting their first shipments onto the market. We believe after two or three years of mixed conditions that the seed growers are pretty fairly into good condition again; but it is to be hoped that the quality of the seed in their possession this year in both corn and peas at any rate will be superior to what they held last year. These gentlemen always come to the National Association meeting well equipped with language to describe the superior excellence of their brands, but last year's experience should teach both them and the packers, to say nothing of the growers, that the value of canned goods can be injured by injurious reports of the quality of the seeds. Last season corn especially gave evidence of this. Although much of the sowing of seed corn had to be replanted because the seed was so bad, growers and packers suffering consequently, it remained as a fact that corn came out of the difficulty with somewhat of a blackened optic, as buyers at least can make an argument that the quality of the product cannot be better than the quality of the seed. And a Polar bear in the canned goods business uses every argument he can find.

Another item of business, if it can be called an item, lies in the prospects of southern trucking crops in this early winter season, and this influence carries over during the next three months. The product and quality of the southern trucking crops having a decided effect upon the value of spot canned goods of any variety.

At this season also in the Bermudas and the West Indies generally, they can tell what the prospects of the pineapple crop are; for the influences that determine the extent and quality of that crop have about culminated by this time in the year.

So far the winter has been severe in the northern half of the continent, and it has only been about normal south of the Mason and Dixon line. So far there has not been any frost severe enough in the south to injure the periennial fruits. Florida will probably show up an excellent quality of pineapples this

year; trucking crops of various kinds from that section are beginning to put in a fair appearance; tomatoes are already arriving in good quantity for the season; but shippers and commission men have their own special nomenclature for the variety and size of the packages in which they ship them and quotations are made upon these packages. We will give special attention to this subject in the near future.

The weather so far has been very severe upon the oyster dredgers and yet the supply so far received has been sufficint to have somewhat of a bearish influence, and cove oysters have had an inclination to decline ever since Christmas. We would call the attention of our readers to the fact that once more we have had proof that the general trend of the prices in canned goods follows the variations in values of wheat. That when wheat is tending to lower prices, canned goods of nearly all kinds will do the same. When wheat takes an upward rise canned goods invariably follow the same trail.

One of the most notable things during the past year has been the utter lack of confidence in the values of tomatoes; it is rarely that such a condition lasts for two years together. Although we witnesed a few years ago the phenomenon that tomatoes continued to advance for two successive years. Tomatoes are possibly as low today as they ever have been for standard goods in the history of the business, and it cannot be ascribed to any overpack in last season.

There were indications in the market during the past week or ten days of the imminence of a stronger tone, but we have so often recorded this fact in the last three to six months we begin to believe it will be wise to wait for actual developments. For about one month yet it is decidedly to the interest of buyers to let the market sag, to take no goods except for immediate consumption, and to depress the whole situation until after the adjournment of the annual convention which meets at Columbus again this year the second week of February. We, therefore, do not anticipate any considerable spurt in the values of tomatoes or any other article before that time.

Among the staples of canned goods there have been no changes whatsoever in quotable values since our last issue. Brokers report the entire market very still, and there is not sufficient energy in any other line of business on which to predicate the belief of a bull movement.

New York reports gallon apples, lobster and salmon quotations slightly higher, beyond this the entire list both here and there is featureless. We understand the leading packers of California met in Convention in San Francisco on the 12th to form an Association on the same lines as the Eastern Associations, to be able to participate in the National Annual meeting of the canned goods packers and their conjoiners. In later years this may have an important bearing upon the making of quotations at this season of the year.

In respect to canners' metals the general report is that can makers in this city are somewhat doubtful of the outlook at present. The low prices of the great staples, it is feared, will have the effect of greatly reducing the season's pack of those articles, especially in corn and tomatoes. It is pointed out that cans are cheaper now than they have been even when tin was lower, and yet orders are not being placed to the extent they should be. It is even said that some of the holders of tin plate are disposing of their holdings for the profit that is in sight. As we pointed out last week the situation in pig tin is such that harmony will probably prevail among opposing interests, and harmony always means higher prices for the spot goods in the market. Nevertheless this week's reports to date show a decline of about 40¢ per hundred in the quotations for wholesale lots of tin. And we revise quotations accordingly.

In pig lead there is developing some activity, but there is no change to report in the figures. Canners' metals will be found on the regular page.

QUALITY and QUANTITY, Fair Treatment, with Dependable Deliveries—AMERICAN CANS

American Can Company,

BOWLING GREEN BUILDING,

NEW YORK.

Sales Office For Territory Including New York, New Jersey and New England.

NEW YORK MARKET.

While actual transactions of importance have not as yet been large, there is a remarkably firm feeling in all departments and holders are confident of increased movement shortly. Retailers are known to be carrying light stocks of all varieties, and it is thought that jobbers are not carrying any surplus. Spring consumption is expected to practically clean up a number of lines A feature of the trade during the week just closed was the increasing demand for gallon goods, including tomatoes, peaches and apples. Tomatoes are plenty, but peaches and apples are more or less difficult to obtain, excepting at high values.

Corn.—More talk is heard about future corn, but buying has been limited to goods for buyers' label. There was a rumor that one brokerage house had made an opening price of 92½¢ for Maine corn, but the firm reported to have made the announcement denies it. The impression seems to be that Maine corn will open at about 97½¢. Some canners of state corn would accept orders at 75¢, but most of them want 80¢ and a few ask 82½¢. Some well known Maine style Maryland brands are offered at 65¢ for early season delivery, 5¢ less than last year's opening price. There are frequent statements that jobbers are having all sorts of difficulty disposing of some of the corn packed in the Middle West last season. It cost them 75¢, but they are now asking for bids and would probably let it go at any old price. The corn is said to be tough and badly discolored. There is, however, plenty of good Western packed corn that is moving into consumption at quoted prices.

Tomatoes.—The tone of the market improves gradually, though no important increase in buying interest is reported. There is, however, a general impression that increase in buying interest is coming shortly, and the influence is strong enough to cause an improvement in the market. Some think that speculators are operating quietly, and that their influence is responsible for the improvement. It is known that speculative interests have obtained considerable stock by purchase from needy packers and naturally are interested in making a good selling market for it. Neither the local nor nearby trade is doing much buying.

Peas.—The pack in New York State last season is estimated at 1,309,566 cases, of which 274,000 cases are reported unsold. Western factories reporting to the association put up 1,208,302 cases and have 124,122 cases yet to sell. No opening prices have yet been made on Western goods, but it is expected that leading packers will be ready to quote shortly. Considerable inquiry has developed for good spot peas under 65¢, but few are to be found.

Gallon Apples.—The only feature in the fruit market is the continued upward tendency on gallons. In apples the tendency to advance is more strongly marked than on other varieties and a price of $2.25 is spoken of as probable in the near future. Some holders are asking $2.10, but there is still a steady offering of little lots at low prices.

Peaches.—The supply is light, but demand is limited for everything excepting gallons. Even for gallons inquiry is declining, though a few days ago it was brisk enough to create a considerably firmer feeling. Dealers are looking for bargains in fruits in the shape of small lots offered at special prices to clean up. Few such opportunities are found, however, and this variety of movement is, therefore, restricted. Generally at this time of year such offerings are numerous, but this year fruits are scarce and most holders are cleaned up.

Salmon.—Small sales of spot goods and a few lots to arrive about the end of the month have given some life to the market, but there is no indication that distributers are buying beyond actual requirements.

Sardines.—The market is dull and unsettled, with prices a matter of negotiation, though nominally quotations are unchanged.

Lobster.—New pack Nova Scotia lobster is offered at $2.45 in picnic talls and $2.00 in flat halves ex-dock New York. The supply is not stated, but is understood to be small.

HUDSON.

QUALITY and QUANTITY, Fair Treatment, with Dependable Deliveries—AMERICAN CANS

American Can Company,

CHICAGO.

Sales Office for all States Between Ohio and Utah, inclusive.

Death of Lawrence W. Counselman.

Mr. Lawrence W. Counselman, of Houston, Del., died on Sunday, the 8th instant, in his seventy-sixth year. He was formerly of Baltimore, being descended from an old Maryland family, and he lived the larger portion of his life in this city. When a comparatively young man he removed with his family to the State of Missouri, where he was actively engaged in business at the outbreak of the Civil War. Sympathizing with the South he entered the Confederate Army under General Price and attained the rank of lieutenant-colonel.

After the war he returned to Baltimore and entered again into business. It was at this time that Mr. Counselman formed a partnership with a Mr. Scott, under the title of W. L. Counselman & Co., and entered into the canned goods business. He became one of the prominent packers of the time, and as such took a leading part in the affairs of the Canned Goods Exchange, which was then in its infancy.

At this time also he became interested in politics, and was at one time a member of the City Council, and served as a director of the Maryland Penitentiary by appointment of the late Governor Hamilton.

In 1886 he removed to Delaware, where he had established a canning factory while in Baltimore, and took up his home there. For a number of years he carried on business under the old firm name, and continued to live in Houston, Del., until the time of his death.

Mr. Counselman was a man highly thought of by all who knew him, and was a man of strict honesty, not only in his actions, but in his packing house, and his host of friends will learn with sadness of his death.

The American Can Co. and Bucklinite.

The National Canning and Manufacturing Company, who control the Bucklinite process of internally coating cans to prevent metallic action, have entered into an agreement with the American Can Company to supply them with cans, and are now erecting a building adjoining the American Can Company's works on Boston Street, Baltimore.

The company contemplates erecting other plants in the near future, and will be in a position to supply these cans to all packers of food products. The material used for coating, or lining the cans is called Bucklinite, invented by Mr. W. S. Bucklin, and by its use makes the can equal to a glass jar so far as metallic action is concerned, and superior to glass in every other particular.

They will have an interesting exhibit at the convention, showing a full ounce of canned goods put up in their cans, and also in the plain cans as a check. We can promise packers some surprises in the differences between the goods packed in coated cans and those packed in the ordinary cans. They will have parlor 7 at headquarters.

Absorbs Booth Company.

The entire stock and plant of the Booth Packing Company, Wolfe and Lancaster streets, has been purchased by the Gibbs Preserving Company, and will be continued along the same lines as the establishment of the Gibbs Preserving Company. Both companies are of Baltimore.

The purchase was made by Maj. John S. Gibbs, president of the Citizens' National Bank, and the Gibbs Preserving Company.

The purchase of the Wolfe-street plant makes the Gibbs Preserving Company one of the largest packing establishments in the country. Baltimore has for many years been the seat of the largest canned goods packing houses in the United States, using more cans than any other city in the world. The Gibbs Preserving Company alone puts out annually 18,000,000 cans.

The Booth Packing Company was organized two years ago by Gen. A. E. Booth, with a stock of $600,000, and is not the same as A. Booth & Co., dealers in raw oysters and fish exclusively. Mr. H. S. Orem is president of the Booth Packing Company, and will continue in that capacity under the management of the Gibbs Preserving Company. Though owned by Major John S. Gibbs and the Gibbs Preserving Company, the newly acquired establishment will continue to be known as the Booth Packing Company. Mr. Rufus M. Gibbs is president of the former concern, which was organized about twenty years ago.

FOR YOUR

CATSUP AND JELLY

you ought to use only

"AMALIE" BRAND

COLORS

They create a natural color effect, and are extremely economical in use . . . .

Preserving Salts

FOR

Tomato and Fruit Pulps

of the best obtainable quality.

Soldering Flux

that is always reliable.

German-American Chemical Works,

L. SONNEBORN SONS,

801-809 S. Wolfe Street,
BALTIMORE.

102 S. Commercial Street,
ST. LOUIS.

281 Pearl Street,
NEW YORK.

The VIRGINIA CANS are known for Their Superiority

OUR BEST ADVERTISEMENT IS

What those who have Used Them Say of Them

Send your Address on a Postal Card that we may send you a few Testimonials

CORRESPONDENCE INVITED

Virginia Can Company

Buchanan, Va.

Jobbers' Views

Conditions as Observed by Leading Grocer Journals of Various Sections and Their Comments.

New York.

Market is quiet, but the outlook on most descriptions is considered bright. Corn of standard quality is the exception. Tomatoes are expected to soon improve in tone. Cheap peas are plentiful, but the better varieties are in limited supply. Fruits are in pretty good shape. Salmon, lobster and oysters are firm. For future delivery there has been business reported in California asparagus and also in Maine and New York fancy corn.—*Merchants Review.*

Chicago.

Trade is quiet on the whole, but there are indications of improvement to come shortly. Tomatoes are about the same as last week. There has been no change in price. Canned corn shows no change in the Chicago market. Future corn is commencing to sell a little better. Peas are cheap and are a good article for retailers to push into consumption. Prices and qualities are such as to make peas an excellent leader. They are steady just now. Peaches are firmer, if anything, than last week, owing to the smallness of the supply in packers' hands. California canners are almost entirely sold out of peaches and are reported getting short on apricots and pears, both of which are firm. Apples, gallons, especially, are about 10¢ a dozen higher. Stocks are light. Pumpkin is another item on which there has been an advance of about 10¢ a dozen, due likewise to the fact that the pack was small. Canned salmon is very firm. Cove oysters, lobsters, etc., are firm.—*Grocers Criterion.*

Philadelphia.

The canned goods market seems hopelessly dull and weak. Tomatoes are not wanted at all, and the market has sunk to a point where any reasonable quantity can be bought for 60¢ f. o. b. Retailers, however, report a good movement to consumers, and if this continues the market ought to steady. Probably no change will occur during the next thirty or sixty days, and possibly not then. Corn is weak and dull. There is no special demand and no interest taken. Jobbers seem to feel confident that when they are ready to buy they will be able to get what they want at a satisfactory price. Peas are dull and unchanged. Baltimore peaches show no change. Pie peaches continue about the only grade available in any quantity. There are no changes in the general line of Baltimore canned goods or in the general California line.

—*Grocery World.*

Montreal, Can.

Improvement has been noticed in the demand for canned salmon. In regard to salmon, it has been emphasized in the trade generally that prices have been extreme for some time, owing partly to the small pack of Fraser salmon last season, coupled with the shortness of supplies on spot. However, the improvement in prices has set in and it is not improbable that it may continue. Sardines are in good demand, with a tendency towards scarcity for fine summer-packed goods. Some California sardines have been reported on the market as novelties and have attracted some attention. Lobsters are somewhat easier and the three-quarter-pound tall tins are meeting with much favor, owing to the absence of the one-pound tins. Fruits are by no means as strong as they have been, and the expected improvement in California stock has not taken place.

Toronto, Can.

One of the features of an otherwise quiet week is canned goods, particularly corn and tomatoes, considerable quantities of which are passing into retailers' hands. Tomatoes are still quoted at $1.25, although some brands are being sold at $1.30.—*Canadian Grocer.*

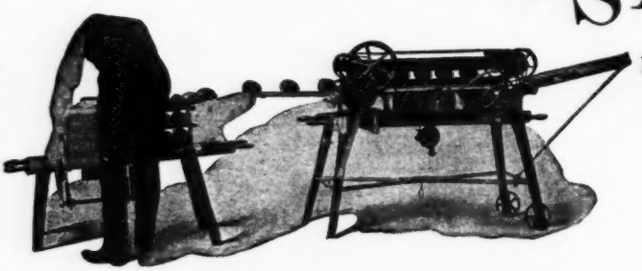
London, England.

Salmon.—n spite of the fact that the market for canned goods generally has been pervaded with a holiday spirit during the week, a little more demand has prevailed for this article, and holders of fine Fraser flats and half-flats are decidedly firmer in their ideas. The supply of these is getting within a limited compass. Alaska is unaltered.

Lobsters.—There is no fresh feature to report in this market, but prices rule firm.

Sardines.—Business in these has been affected by the holidays, but prices are without alteration. Stocks are getting depleted. Reports of the fishing in Portugal do not indicate any improvement. Recent arrivals

KNAPP Labelers and Boxers are *STANDARD* throughout the World.



Now is a good time to learn for yourself all about these machines before the season begins. You will find them reliable, dependable and practical. Each machine guaranteed to do good work. It is easy to get shipments out promptly with a "Knapp" outfit. Hundreds of satisfied users speak in the highest terms of the "Knapp."

One of our largest packers, who used these machines for the first time this season, says: "I made a mistake in not ordering them earlier."

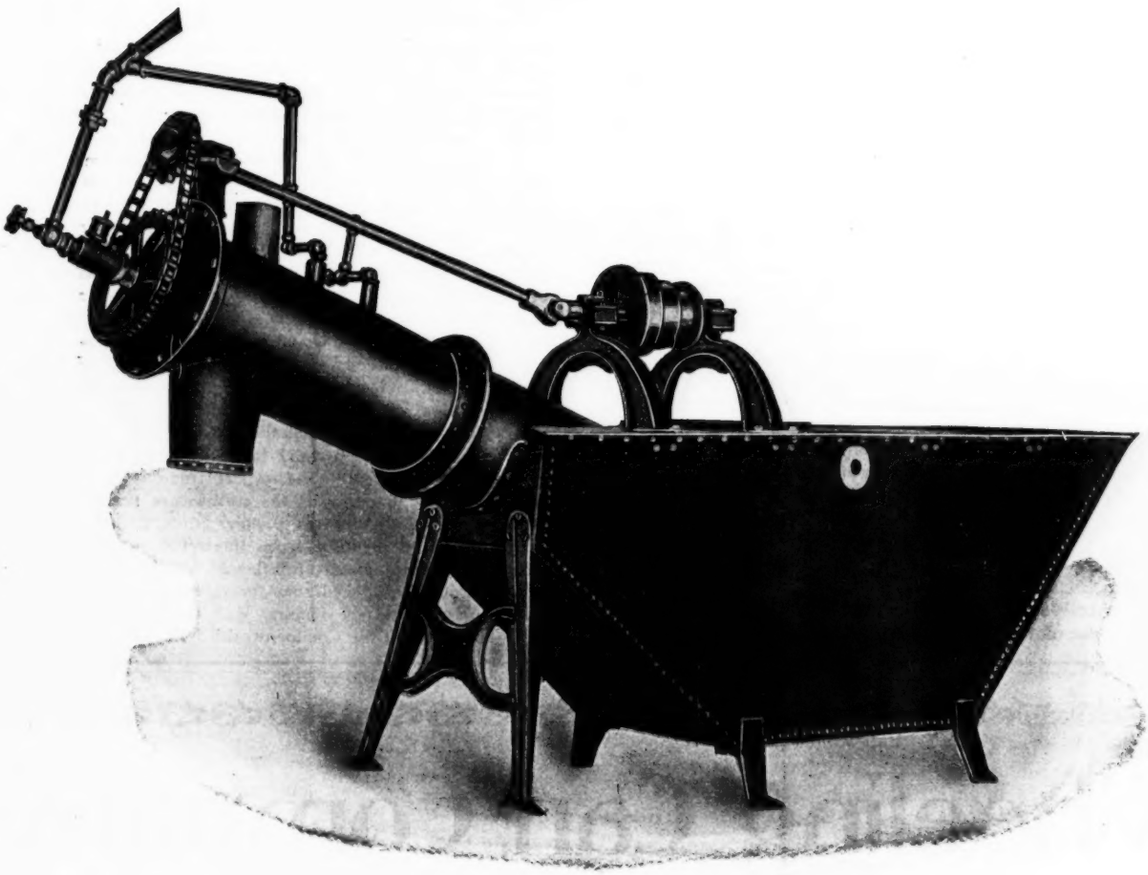
Write us today.

BERGER, CARTER & CO.
PACIFIC COAST DEALERS,
150 Beale Street,
SAN FRANCISCO, CAL.

The Fred H. Knapp Co.

80 WABASH AVENUE——————CHICAGO.

Tomato Machinery.



Baker's Improved 'Power' Tomato Scalder.

This is a combined Washer and Scalder. Scalding is done with live steam.
Best Method. Saves the fruit.

WE MAKE A FULL LINE OF TOMATO CANNING MACHINERY, INCLUDING SCALDERS, FILLERS, EXHAUSTERS, ETC.

Sprague Canning Machinery Company,

DANIEL G. TRENCH & CO., General Agents,

42 RIVER STREET, CHICAGO ILL.

include the "Britannia" with 519 cases, the "Malaga" with 2,583 cases, and the "Norbonne" with 1,199 cases, the last-named to Liverpool.

Meats have been quiet owing to the holidays, but there is no change to record.

Fruits and pines are without change.

Liverpool, England.

There is nothing fresh to report in regard to the various markets in canned goods, as the holidays have, of course, interfered to some extent with business. Best salmon continues particularly firm. The remarks in last week's issue may be applied all round to this week's report.

—*Grocers Gazette.*

Australian Fruit Production.

It is doubtful whether there exists outside the Commonwealth any adequate idea of the immense fruit-growing capabilities of the various Australian States. In Europe, America, and elsewhere the name of the island-continent is generally associated with gold and pastoral produce—certainly not with fruits or flowers, although the profuse luxuriance and abundance of each constitutes one of its most characteristic features. Nearly the whole of the best fruits of the Old World have become acclimated, and with such success that during favorable seasons they are obtained in enormous quantities, frequently of exceptional size and flavor; yet, although the soil and climate of large areas in each of the States are so admirably adapted for fruit-growing, the industry remains imperfectly developed, partly by reason of deficient means of rapid transit at reasonable rates from the more distant orchards to the principal markets. In 1902 the area under orchards and gardens in Australia was 175,483 acres, as follows: Victoria, 58,415 acres, New South Wales, 55,847 acres; South Australia, 26,865 acres; Tasmania, 14,568 acres; Queensland, 13,023 acres; Western Australia, 6,765 acres. According to the New South Wales Government statistician, the average annual value of the Australian fruit crop during the last five years was as follows: Victoria, £696,000 New South Wales, £457,000; South Australia, £358,000; Queensland, £179,000; Tasmania, £177,000; Western Australia, £81,000; total, £1,948,000. The values of the oversea exports of Australian fruit in 1903 were: Dried and bottled fr t,ius(afifiglfiuan.. xzfiflffffi ffl „: CMFWYP staoin—and bottled fruits, £22,222; fruit pulp, £37,240; and fresh fruits, £217,912; total, £277,374. According to Mr. McLean, the Victoria Statist, the fruit produce of Victoria, during the year 1903-4 comprised: 654,965 cwt. grapes, 251,373 cwt. apples, 56,495 cwt. pears, 29,113 cwt. quinces, 108,736 cwt. plums, 42,215 cwt. cherries, 88, 414 cwt. peaches, 114,305 cwt. apricots, 9,635 cwt. oranges, 20,842 cwt. lemons, 8,959 cwt. figs, 22,377 cwt. raspberries, 3,122 cwt. strawberries, 14,199 cwt. gooseberries, 2,312 cwt. currants (black, white and red), and 4,379 miscellaneous, also 113,791 pounds almonds, 13,276 pounds walnuts, 2,223 pounds filberts, and 6,677 pounds of chestnuts. This does not include fruits grown for private use. In Queensland the fruit produce of 1903 included 2,362,520 pounds of grapes, 1,112,578 dozen bananas, 340,832 dozen pineapples, and 1,150,514 dozen oranges. In New South Wales, where the statistics of fruit produce are extremely meagre, the figures include: grapes, 378,832 cwt., and oranges and lemons 6,534,620 dozen. In South Australia the grape production in 1902-3 was 26,175,472 pounds. The total grape production of the Commonwealth in 1902-3 was 57,538,200 pounds, from which, exclusive of the portion retained for table use, 4,785,440 gallons of wine and considerable quantities of brandy were obtained. Grapes and citrous fruits do not thrive in Tasmania, their places being taken by strawberries, raspberries, pears and apples, which are exceedingly plentiful and of rich flavor. In Victoria and South Australia considerable attention is given to the fruit-drying industry. In the former State the output of raisins in 1903-4 was 5,986,064 pounds, and of currants 838,880 pounds. The dried fruits also included 25,137 pounds, apples, 58,293 pounds, prunes, 114,096 pounds, peaches, 184,960 pounds, apricots, and 17,559 pounds figs. The weights are after drying. In the Victoria orchards, as in those of the other States, considerable quantities of melons, rhubarb, and tomatoes were produced, the figures in 1903-4 being: melons, 23,109 cwt.; rhubarb, 49,259cwt.; and tomatoes, 28,900 cwt. If the produce of private orchards were included, the totals would become largely increased. Western Australia is likely to become one of the great fruit-growing countries of the future, the soil and climate in many places being admirably adapted for the production of grapes, citrus fruits, apples, pears, plums, peaches, apricots, nectarines, etc. Suitable land for fruit cultivation is readily obtained, and there is a good local demand for all the choicer kinds at remunerative prices. The export trade is yet in its infancy, but considering that in Australia the seasons are reversed, and that all the leading British and American summer fruits, such as cherries and strawberries, are most plentiful from November to February, there should be a large over-sea market for them. The most successful growers are orchardists who have had some previous experience of the industry in other countries, and are familiar with the proper conditions of cultivation. To such men the Commonwealth is a country of great possibilities.

Wheeling Can Company,

MANUFACTURERS OF

PACKERS' CANS.

Spriceland, Ind., Jan. 2, 1905.

Wheeling Can Co.,
Wheeling, W. Va.

Gentlemen:

Yours of December 12, 1904, received. The fact that we have placed our order for 1905 cans with your Mr. Dugdale is the greatest evidence that we were pleased with the cans you furnished during the season of 1904. However we might add that from the half million and over cans received, we had the fewest leaks that we have ever had from like number of cans. They were certainly a fine lot of cans.

Wishing you a prosperous year, we remain,

Yours truly, CITIZENS CANNING CO.,
By Edwin Hall, Sec'y.

Write for our Prices before You Buy.

OLIVER J. JOHNSON,
Manager.
Formerly With Sprague Canning Machinery Co., and Union Can Co.

WHEELING, W. VA.

A COMPLETE COURSE IN CANNING.

Being a Thorough Exposition of the Best Practical, Scientific Methods of Hermetically Sealing Food Products in the Fruit and Vegetable Line

By an Expert Processor and Chemist.

Copyrighted by THE TRADE COMPANY, 1904

PRESERVING.

HAVING completed the list of articles packed in canned goods, we now turn our attention to the preserving lines, and all the various branches connected therewith.

To many of our readers who have followed us in the Course in Canning the information given under this heading will be strange and new, and perhaps to some disinteresting; but we think this latter class will be very much in the majority, as the importance of the line of preserving—jams, jellies, fruit amount of it consumed annually is immense. The same may only so because the consumption of this class of goods is greatly butters, etc., catsup, condiments, etc., is growing every day, and increasing.

It is a fact that America does not consume, proportionately, as much preserves as do the European countries, for in England for instance, jam is an article of daily consumpcion, and it may be said of Germany and France, and the time cannot be far distant when America, as in all things else, will surpass Europe in eating preserves. But this again depends upon the education by the manufacturers of this line of goods, for the people must be educated to the use of their products, and *quality* will be the teacher who has the greatest following.

We do not overlook that there is a great demand for cheap preserves, jams, etc., and that the finest quality of these goods are so expensive as to be out of reach of the class who are now said to demand cheap goods. But we all know that there is stuff put upon the market that is not fit for human consumption, and this stuff is not cheap in any sense of the word, and although it is not preserves in the strict sense of the word, it serves to work harm to the whole industry.

The Pure Food authorities are doing much to rid the business of this class of manufactures, but it will take considerable time to exterminate them, if it can ever be done.

But those who are newly going into the business, or contemplating doing so, should bear in mind that if they expect to make a success of the venture they will keep wide of this class of goods, and that cheap goods do not necessarily mean goods that are entirely innocent of any fruit, or even glucose or apple stock.

There is good demand for a medium grade preserve or jam, and this demand could be greatly increased, and will undoubtedly but not by following the methods we have hinted above.

The Manufacture of Food Products more nearly expresses the meaning than preserving, which, in its broad sense, covers not only the combination of fruits in heavy syrup but also indicates the combination of sugar and various food substances in other forms, besides many incidental lines in which sugar is but a small factor, though classed under this general head. This is the most promising new field to the canner and to which he naturally first turns for a winter pack. The line and grade of products apt to be most profitable depends on the character, variety, volume and cost of the raw materials obtainable locally, modified by the distance from, and consequent transportation charges on, supplies that must be purchased outside, such as sugar, glucose, packages, etc. A concern located at a great distance from "waste" and glucose, with a bountiful supply of cheap, good fruit at home should not undertake to make a leader of glucose jelly.

Under usual conditions factories are fitted up for making jellies, preserves and butters as the primary object and where possible are arranged according to the gravity system as explained under Apple Juice. As the capacity and requirement of factories, the number and size of tanks, kettles, etc., the character and elevation of buildings vary so much that a specific plan is required for each, and it is not practical to give more than a mere outline of the arrangement of plants here.

When a new building is erected especially for the purpose it is easy to provide skylights over the cookers and kettles but in an old building it is sometimes difficult. When the cooking, filling and finishing departments are in the same room means must be provided to carry off the steam; wings extending down in front of the kettles with an exhaust pan are quite effectual, but the better plan is to build, outside the building on brackets, a gallery with dog house skylights, or to build a solid partition between the cook room and finishing department. Goods finished for sale must not be stored in these rooms.

Water-tight floors are a necessity in the juice and cook rooms and are an advantage in the finishing room. Cement and asphaltum may be used, but wood is preferable. A satisfactory floor is made with ship plank, well caulked and pitched; or over a common floor place 2 layers of 3-ply roofing felt, cover with a heavy coat of hot pitch and in this, while hot, lay a tight maple floor. Still better, but quite expensive, use sheet lead, soldered together, instead of roofing paper. When practical slope the floors to the sewer opening.

An ample supply of cold water is required, either piped directly to each kettle and tank, or tapped at convenient points so that a hose will readily reach them. Wash tanks of reasonable size must be established and provided with a steam jet for heating.

On the upper floor, elevated above the load line of the press, put the waste cookers, and on the floor with press place the glucose tank (with closed steam coil in bottom so that glucose may be warmed enough to make it flow readily) if the glucose is pumped from tank cars; or, the skids or trestle for draining barrels if it is purchased in this way in which case place the glucose tank on same level with the juice storage tank. If glucose is purchased in barrels, also provide on this floor steam jets for steaming out the barrels.

From the glucose tank lead a 3-inch pipe with a like opening, controlled by a quick discharge valve, to each kettle. Let the valve end one foot above and one foot away from the kettle; screw in a short nipple with an ell on end and in this loosely screw a service ell.

CORRESPONDENCE.

Baltimore, January 7th, 1905.

Gentlemen:— We report the market as follows:

Tomatoes.—With absolutely no change to report in the situation here on this line, there yet seems to be a growing feeling entertained very largely, of course, by packers, but here and there by buyers also, that the tomato market will very soon take a turn for the better. We have been getting offers this week for larger lots of No. 3 standard tomatoes than for some time past, at 60¢ per dozen, and most of this business we have been compelled to decline. We are not in a position at this writing to offer any more No. 3 standard tomatoes at 60¢ per dozen that would pass muster. Of course, with orders in hand, it might still be possible to pick up an occasional car at 60¢ per dozen, but it looks as though the packers who were willing to sell at this figure have either been cleaned out or have determined to hold their goods for a little more money. It is a pretty hard matter to talk very confidently about the tomato market in the face of he conditions actually existing at present, bu shrewd buyers we believe are beginning to entertain the idea that tomatoes ought to be a good purchase. They are evidently down as low as there are a number of large tomato holders who might eventually conclude they are going to get, stocks in the hands of jobbers are not large, and that their interest can be protected only by buying out most of these little country packers who are now so badly demoralized.

Corn.—We have a lot of about 2,000 cases of fair standard Harford county corn, which we can offer you, if unsold, at 47½¢ per dozen, less 1½%, f. o. b. Maryland and Pennsylvania Railroad in Harford county.

We are beginning to get quite a number of inquiries for future corn. Sales so far have been light, but packers' ideas for the 1905 packing are low, and some buyers are taking hold in a conservative way. We bought this week some very desirable Maine style corn at 65¢ per dozen, less 1½%. If you are interested, would be glad to send you samples showing the quality of the goods.

Sweet Potatoes.—For shipment from the Peninsula, we can buy good standard No. 3 sweet potatoes at 70¢ per dozen, either in carload or less than carload lots. These goods are selling very well. The freight West is 3¢ per 100 pounds over the Baltimore rate, but this still makes them cheaper than the Baltimore goods, if they are shipped straight through.

String Beans.—Not as much attention is being paid to this article as it seems to deserve. The market ought to and will probably do better if there is any demand at all for these goods. We can buy fair standard No. 2 greens at 47½¢; good standards at 50¢ per dozen. No. 3 standards are about cleaned up in this market. Gallons can be bought at $1.95 per dozen, regular, f. o. b. Baltimore.

Yours very truly,

THOS. G. CRANWELL & CO.

Aberdeen, Md., January 7, 1905.

Tomatoes.—Demand for the week in spot tomatoes, quite in contrast to the indifference prevailing during December, has broadened out into quite a good volume for this time of the year. While trading is largely confined to immediate wants, there is every indication, judging from the area covered by the business of the week, that stocks as a rule in distributors' hands need replenishing, and that any indication of an advance in the market is likely to be followed with buying that will not confine itself strictly to immediate necessities of the trade. To this extent the market is assuming more comfortable shape.

We quote today's closing figures: Good standard 3's, 62½ to 65¢; fair standard 3's, 60 to 62½¢; extra standard 3's, for buyer's label, 67½ to 70¢; standard 2's, 45 to 47½¢; gallon standards, $1.80 to $1.85 per dozen.

We call particular attention to the strong position of 2's and gallons, with stocks unsold in first hands in light supply.

Corn.—Inquiry and demand this week for spot corn, particularly of the better grades, has been quite satisfactory, showing a remarkable movement into consumptive channels, which we believe is likely to continue in view of prevailing low quotations.

We quote today's market as follows: Standard Southern Evergreen, whole grain, 52½ to 55¢; standard Shoe Peg, 60 to 62½¢; extra standard Shoe Peg, 65 to 70¢; extra fancy Shoe Peg, 72½ to 75¢; extra standard Maine Style, 72½ to 75¢.

Yours very truly,

STRASBAUGH-STECKEL-HEWTT CO.

Utica, N. Y.—Griffith M. Jones & Company, Utica (food products), capital $50,000. Directors—G. M. Jones, William Montgomery, H. F. Barnard, Utica.

WANTED—A position (preferably in Ohio) with canning factory. Have had ten years experience packing tomatoes, spinach, beets, apples, and pumpkin. Can run Hawkins Capper, and am good at repairing machinery and pipe-fitting. Address, Ohio, care of The Trade,

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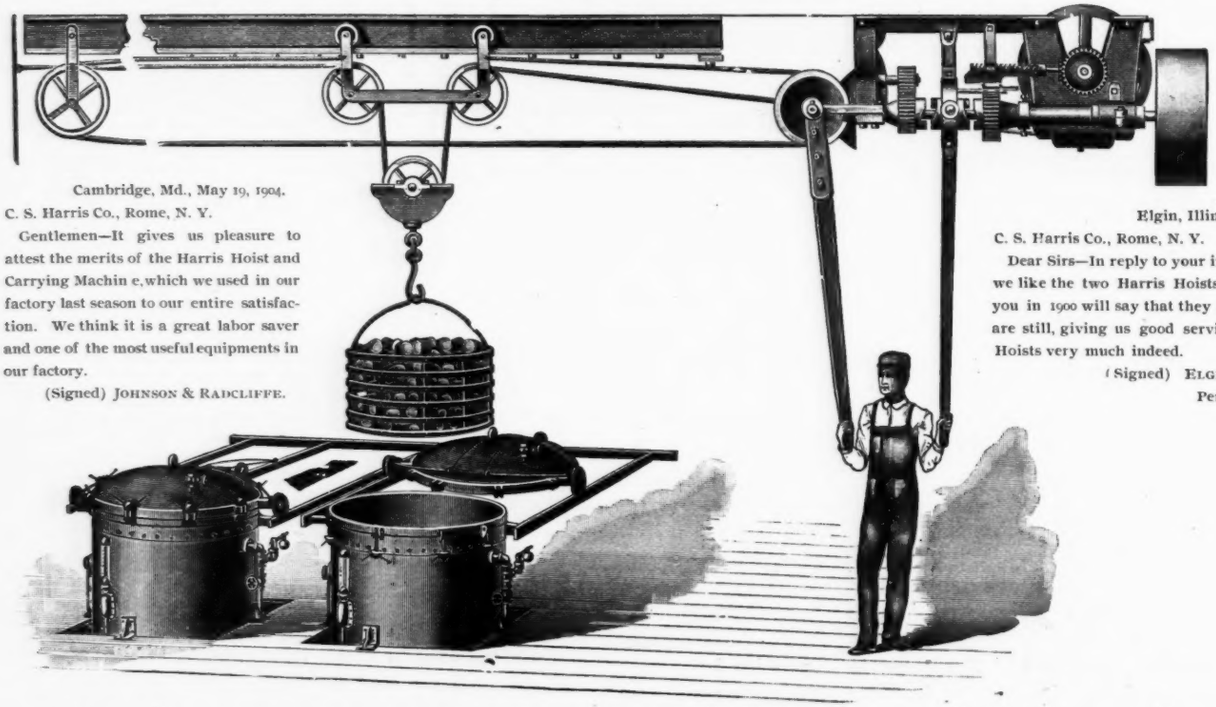
The Harris Patent Power Hoisting and Carrying Machine

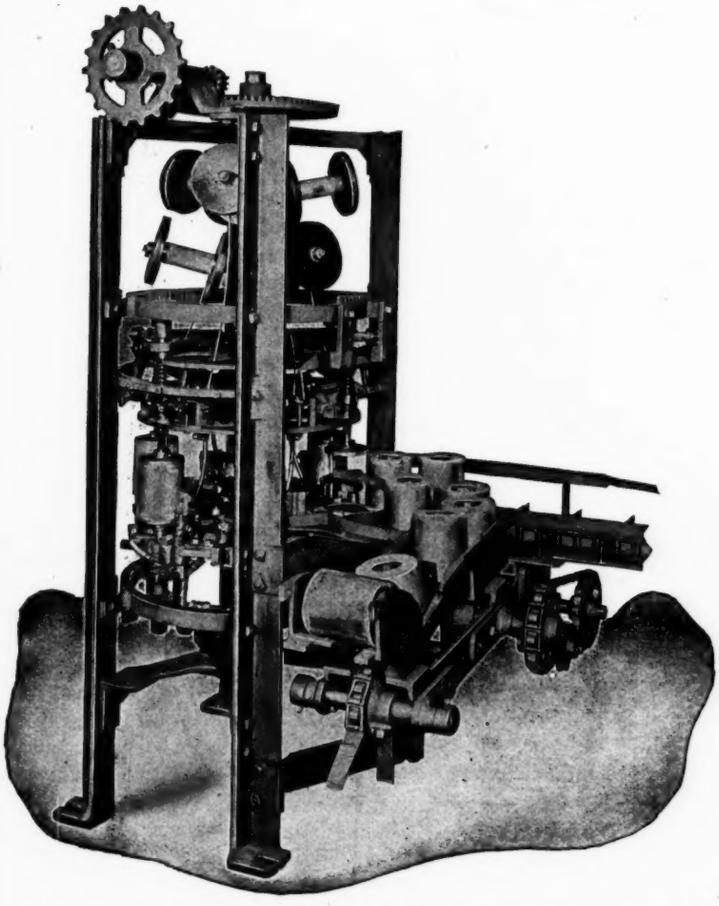


Cambridge, Md., May 19, 1904.
C. S. Harris Co., Rome, N. Y.
Gentlemen—It gives us pleasure to attest the merits of the Harris Hoist and Carrying Machin e,which we used in our factory last season to our entire satisfaction. We think it is a great labor saver and one of the most useful equipments in our factory.
(Signed) JOHNSON & RADCLIFFE.

Elgin, Illinois, May 7, 1904.
C. S. Harris Co., Rome, N. Y.
Dear Sirs—In reply to your inquiry as to how we like the two Harris Hoists purchased from you in 1900 will say that they always have, and are still, giving us good service. We like the Hoists very much indeed.
(Signed) ELGIN PACKING CO.
Per H. D. Barnes.

C. S. HARRIS COMPANY, - ROME, N. Y.

Automatic Can Making Machinery.



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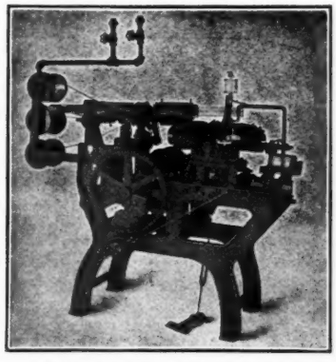

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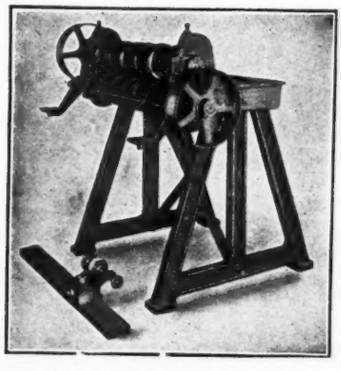

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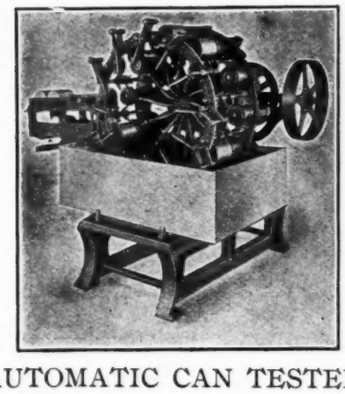

AUTOMATIC CAN TESTER.

ALSO

Ballard Pea Filler,
Stevens Tomato Filler,
"King" Tomato Filler.

Send for New Catalogue No. 10.

AYARS MACHINE COMPANY,

SALEM, NEW JERSEY.

THE TRADE.

PUBLISHED EVERY FRIDAY BY

THE TRADE COMPANY.

INCORPORATED.

E. S. JUDGE, - - - - - - President and Managing Editor.
A. I. JUDGE, - - - - - - Secty.-Treas., Asst. Editor.

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Business communications from all sections are desired, but anonymous letters will be ignored. E. S. JUDGE, Managing Editor.

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BALTIMORE, FRIDAY, JANUARY 13, 1905.

We have from time to time called the attention of our readers to the evident fact that the competition of these modern times does not exist even in trade and commerce among individuals alone, nor even to include companies, trusts and combinations; it has become so acute and wide-spread that it takes in all nations, and there is in the commercial world to-day and the manufacturing industries the same class of competition which existed just one thousand years ago among the rising nobles of the various countries of the old world.

Just as these latter absorbed each other, till they formed, one at a time, the great dynasties which have since managed to appropriate to themselves the vast sections known as France, Austria, Germany, Russia and so forth in Europe, which to-day are the ruling powers of that section of the world, so out of the great commercial and manufacturing development that is now progressing will arise the powers that a century from now or perhaps less than a century from now will rule the realms of production and commerce.

At the present moment, the time which it is our duty and interest to consider, two remarkable powers are at variance in the general opinion of mankind—one is the young, optimistic, pushy spirit of America and the West, which believes in making the most of all opportunities, which during the past half century has revolutionized the whole world, by the power of its success, and turned the sarcasm of the "almighty dollar" which was hurled in a sneering way at progressive America, and yet to-day is the guiding star of even the autocratic governments of Europe. The two powers we allude to are, that which cries for peace, peace, peace, and the opposing power which says if nations will fight, let those who are at peace take advantage of their needs and absorb business from them. In America here to-day, we are in a commercial sense repeating the expression of Patrick Henry, "You may cry peace, peace, but there is no peace. War is inevitable, etc.," and the outlook of the present year undoubtedly looks as if there were extraordinarily busy times ahead for America in the disturbance that is impending over Europe.

The present aspect of the Asiatic difficulties of Russia and Japan is full of portents that indicate that all Europe will soon be involved. Unmistakably Great Britain is vitally interested in the success of Japan, and undoubtedly is influencing events as much as possible in her favor. This is but natural, for Japan is really fighting England's battles in the East, for the Russian Monroe Doctrine aims and has long aimed at the sole government of all Asia from the Russian standpoint. And that of course would include the loss of India to England, and of this England is well aware and has given the world proof that she knows it.

The success of Japan on the Yellow Sea is of prime importance also to all the important European nations which posesss to a greater or less extent territory in the Chinese litteral; and as these nations fear naturally that England as the ally of Japan will share honors and glory with the Far East nation sooner or later gobbling up all these European possessions, it becomes evident at once that there is cause of danger to European peace.

The fact that Russia in her dogged, stubborn way will continue to push the war with ever-expanding volume of force also carries with it another danger of greater war. Whatever else the Russo-Japanese war is doing it is educating the Chinese as to the art of war and the vastness of their power if properly applied. Perhaps Russia may finally crush the brave little Japs, but she is unquestionably educating the Chinese by practical lessons in all that pertains to war and much that pertains to modern civilization. For two reasons Europe must find that it is essential to her well being at home to take particular interest in this situation.

In the first place this Chinese education is certain to create a tremendous market for all things that pertain to civilization in Europe and America; and the nations of Europe will take on a new commercial spirit which will have the same purpose if not the same method, as have energized their late colonial operations.

Simply if Asia is to become the market for European and American products there is going to be a commercial war for possession of large parts of the field, and in these days of competition the nations, the powers, will not hesitate to make their pioneers in this commercial business the modern well equipped soldier and all that pertains to him.

This again will arouse China more than anything else, and before this year 1905 has concluded we may find that the field of active operations has transferred the line of action from the present battlefield to one which will reach from the Manchurian capital to Tibet, and there may be a million of Chinese soldiers in the field.

This vast increase of the battlefield will call for an equal increase of all supplies, military and otherwise. And America will undoubtedly have the best position to furnish the belligerants with all they need. It requires a large amount of food as well as arms and ammunition for the battles of these modern times. The division of Europe into two great camps of sympathy and commerce will make further calls upon us for everything that will be needed there, and whilst we are struggling for our share of the commerce in one direction, we will be absorbing much more than our share of the commerce in the other. So that the year 1905 is likely to be busier for America in a commercial way than any she has ever had. The growth of population and industry of all kinds upon the Pacific coast will be wonderful and unprecedented, and we prophesy that cities will spring up on that extended coast as if by magic.

Among all this activity the modern food methods of canned goods will undoubtedly take its foremost place. We believe the

production of canned goods during 1905 will in no sense be equal to the demand at the latter part of the year and every line of industry connected with the business will be booming as it never expected to boom. America holds a position of triple importance to herself. First of all she is mightily isolated and at peace with all the world; in the second place she is the greatest producer of foods that the globe can present; in the third place we are the most active producers of mechanical devices of all kinds, to assist the agriculturist, the machinist, the shipper and the soldier. And we should get the commercial reward of our position and peacefulness.

Let us, therefore, take the advice that was put into the mouth of Henry Ward Beecher, in the days of "Bloody Kansas":

"Be heavenly minded by brethren all;
But should you fall out at trifles,
Settle the matter with powder and balls,
And I will furnish the rifles."

This is the song of the man who loves peace but does not forget his business.

To a peaceful and active people 1905 should be very interesting and profitable.

Will Enforce Food Laws.

Food Commissioner Warren recently challenged many of the remarks made by W. W. Smithers, at the meeting of the County Medical Society last Wednesday, in criticising the department's methods in enforcing the food laws.

"My business," he says, "is to enforce the food laws in every part of the State, and that is what I am trying to do to the best of my ability. If, as Mr. Smithers suggests, there has been any blackmailing or attempted blackmailing on the part of any of the agents of the department, and he will furnish me with their names, I will prosecute them to the full extent of the law."

Doctor Warren says he came to Philadelphia, as he would go to any other part of the State, irrespective of whatever might be done by the local authorities in the same direction, and within two weeks collected through his agents more than sixty samples of commodities, most of which were found upon analysis to contain deleterious adulterations or colorings, and in each case the dealer or the manufactturer was prosecuted. He denied Mr. Smithers's statement that while dealers in other parts of the State have been prosecuted for selling adulterated articles manufactured in Philadelphia, the manufacturers themselves have been unmolested.

Dr. Warren dismisses the allegation that prosecutions have multiplied and the collection of fines correspondingly increased, thereby providing for the enlargement of the bureau by the appointment of additional agents for the strengthening of the organization because of their political affiliations, by saying that Mr. Smithers is as inaccurate in this statement as in that regarding the amount of fines collected in Pittsburg this year. He says in the whole of Allegheny County this year the collections amounted to about $75,000, and of this sum $20,200 represented fees for licenses issued to oleo manufacturers, wholesalers and dealers. The list includes one manufacturer, fee $1000; nine wholesalers, $500 each, or $4500, and 147 dealers, $100 each, or $14,700.

Outlook for American Meat Products in France.

In spite of the adverse legislation which has already seriously affected the volume of the American meat market trade with France, there seems to be a possibility that an opening may be found for this class of merchandise next spring and summer. Of late there has been a practically inexhaustible supply of domestic pork products, which have been offered at such ruinously low prices as to greatly discourage farmers, who are obliged to pay excessive prices for grain and other forms of food. The result has been a considerable killing off of domestic live stock, which has, probably, by no means been replaced. If this conjecture proves to be correct, American pork will have to be imported.—*Robert P. Skinner, Consul-General,* Marseille, France, November 5, 1904.

Why Label by Hand?

The outside appearance of a can creates a good or bad impression of the contents. Many canners use an expensive label (intended to attract), and then have it applied with paste "piece work" rate. Look on the shelf of any grocer for the result—badly discolored and puckered labels, carelessly applied!

The old method of labeling was good enough years ago, because there was nothing better. But there is now a decidedly better way—

MACHINE LABELING,

adopted by hundreds of canners and pronounced the cheapest and best method.

The BURT LABELER uses a water-proof adhesive, which prevents loose, puckered and discolored labels—an exclusive and most valuable feature appreciated by all users. It will pay you to investigate—full information on request.

BURT MACHINE COMPANY,

BALTIMORE.

Canning Items.

Colorado.

Arvada, Colo.—Arvada is coming to the front as a manufacturing town. A joint stock company, composed of Arvada stockholders, has completed arrangements for the erection of a canning factory for tomatoes and small fruit. It will cost $6,500, and will have a capacity of 10,000 cans per day. Last year over fifty tons of tomatoes rotted on the vines around Arvada, by reason of the glutted condition of the market. It is to handle this enormous crop that this new project has been put on foot. Its success is assured.

New York.

New Hartford, N. Y.—The Excelsior Canning Company, of this village, held their annual meeting at the office of the company and elected the following directors: W. M. Osborne, M. G. Tibbitts, J. D. Mallory and J. B Spicer. The directors met afterward and organized as follows: President, William M. Osborne; vice-president, M. G. Tibbitts; secretary and treasurer, J. D. Mallory.

Holland Patent, N. Y.—An earnest effort is being made to organize a canning company and build a canning factory in this village, and when the benefits to be derived from the location of such an industry is considered, it seems as though no effort should be spared to bring about the completion of the project. Holland Patent needs a canning factory, and the lcoation is an ideal one.

Fredonia, N. Y.—The *Dunkirk Observer* says that the Fredonia Preserving Company will operate the Sinclairville canning afctory during the coming season.

Syracuse, N. Y.—The Woener Preserving and Packing Company has doubled its output. Last season was a particularly good one. The company has two plants at Liverpool, one at Minon and one at Kirkville. About $1,500 has been spent in improvements this year.

Ohio.

Yellow Springs, Ohio.—Arrangements are being made to start a large canning factory in Yellow Springs for the canning of sweet corn and other vegetables. The farmers in this vicinity have already agreed to raise 600 acres of sweet corn, and a special committee is at work to secure more.

Springfield, Ohio.—The farmers are still talking about building a co-operative canning factory and a store here. It seems as if something would come out of all their talk about next spring.

Tennessee.

Shelbyville, Tenn.—Shelbyville is soon to have an immense factory. It will be a stock concern and will be incorporated. W. W. Clark, a capitalist from Indiana, is here and has subscribed for a large block of the stock, and in securing subscriptions for the balance is being assisted by A. A. McCorkle, of the County Court, and James H. Neil, Jr., both of whom have taken stock and who assure your correspondent that every dollar will be subscribed before the close of the present month. It will prove of great benefit to Shelbyville and also to the farmers and gardeners of the county. The factory will can all sorts of fruit and vegetables, all of which are grown in this county, and the factory will thus furnish a home market for them. Tomatoes will be one of the leading vegetables used, and there is an immense growth of them in the county. Hitherto for want of a market much of the large tomato crop has been allowed to rot and waste.

Utah.

Garden City, Utah.—The Garden City Canning Company has filed articles of incorporation with the county clerk.

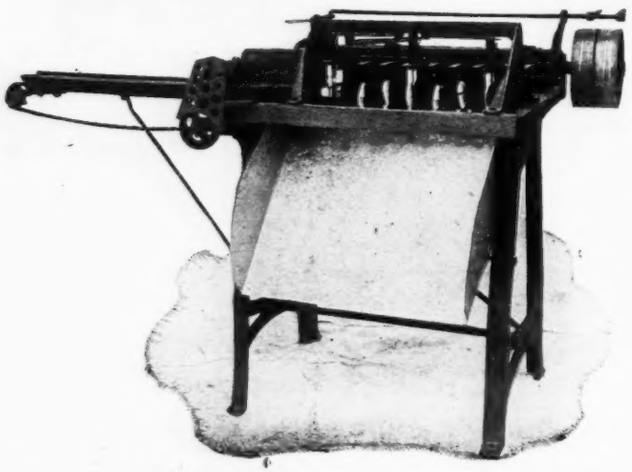
The principal place of business of the company is in Provo Bench precinct, where it will transact the business of canning, pickling and drying fruit and vegetables. The capital stock of the company is $10,000, and the company will take over the property and continue the business of the Garden City Canning Company, now operating a cannery on Provo Bench.

The officers and directors are Newell J. Knight, president; John S. Park, vice-president; Samuel Cordner, secretary and treasurer; James A. Loveless and Richard Wadley.

MORRAL BROTHERS, Morral, Ohio,

MANUFACTURERS OF

CANNING HOUSE MACHINERY



The Morral Improved Corn Cutter.

The Morral Improved Corn Cutter

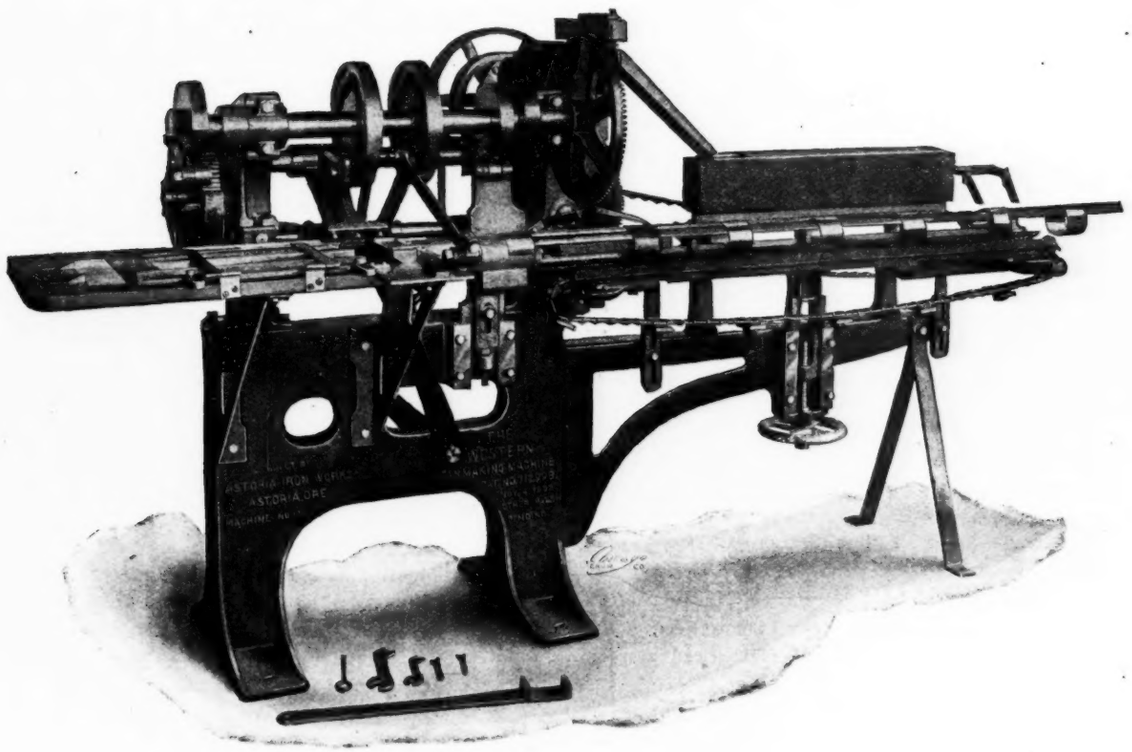
is the most simple in construction, and has the most positive feed of any cutter on the market. It will cut the small ears as well as the large ears without clogging. If an ear should clog (which seldom happens) there is a device on the machine whereby the knives and all the scrapers can be thrown open at once by simply moving a lever, and the Cutter can be unclogged in an instant. It is guaranteed in every respect, and it will pay you to get our prices and terms before you buy.

SOME OF THE CANNERS WHO USE THE MORRAL CORN CUTTER:

C. E. Sears & Co., Circleville, Ohio.
P. Hohenadel, Jr. Co., Janesville, Wis.
W. Scott Whiteford, Whiteford, Md.
The Scioto Canning Co., Circleville, Ohio.
VanWagner & Clark, Ellenville, N. Y.
J. T. Polk Co., Greenwood, Ind.
Mounts & Baugh, Clarksville, Ohio.
The Auburn Canning Co., Auburn, Neb.
The Lebanon Canning Co., Lebanon, Ohio.
Minnesota Valley Canning Co., Le Sueur, Minn.
Wells Canning Co., Morenci, Mich.
Flat Rock Canning Co., Flat Rock, Ind.,
Floral City Canning Co., Monroe, Mich.
Hope Canning Co., Hope, Ind.
Edgar Canning Co., Edgar, Neb.
Shepard Canning Co., South Dayton, N. Y.
A. J. Tanner, Oakfield, N. Y.
Wisconsin Canning Co., Oshkosh, Wis.
Hamburg Canning Co., Hamburg, Iowa.
John Burns, Bonner Springs, Kan.
Demeritt & Palmer Packing Co., Waterbury, Vt.
Des Plaines Canning Co., Des Plaines, Ill.
Harry Thompson, Ada, Ohio.
New London Canning Co., New London, Wis.
The Sears & Nichols Co., Chillicothe, Ohio.
Huff Bros., Roanoke, Va.
C. P. Thompson & Son, Alger, Ohio.
New Paris Canning Co., New Paris, Ohio.
Geo. W. Devilbiss, Stewartstown, Pa.
Valley Packing Co., Lebanon, Ohio.

WESTERN
LOCK SEAM CAN-MAKING MACHINE

FREE FROM ALL PATENT LITIGATION.



High-Speed Automatic Can-Making Machinery,

Lock Seam Body Machines,

Headers, Crimpers, Floaters, Testers.

The Western Can-Making Machinery Company,

Stiles-Morse Co., Agents,

65 W. Washington St., - - Chicago, Ill.

FOR SALE.

One Eureka and one Monitor Pea Separator, in first-class condition; also one Phœnix Capping Machine, almost new; prices low. Address

EMPSON PACKING CO., Longmont, Colorado.

FOR SALE.

Limited quantity Canner's varieties Pea Seed in excess of our coming season's wants. Admirals, Horsford's Market Garden, Advancer and Heroes. All Michigan and Wisconsin grown. Grown especially for us from selected stock, roughed, screened and hand picked. ERIE PRESERVING CO.,

Buffalo, N. Y.

FOR SALE.

One McDonald Power Can Testing Machine; capacity 30,000 per day; 2-lb. and 3-lb. cans, One Johnson Power Can Tester, capacity 50,000 cans per day. All in perfect running order and good as new. WINTERS & PROPHET,

Mt. Morris, N. Y.

WANTED.

One Sinclair-Scott Rotary Pea Separator, with Cylinders 40 inches in diameter and 4 feet long.

Address

ROTARY, care of The Trade.

FOR SALE.

Ayars Continuous Pea Filler, one Triumph Scalder and Washer, one 15-H. P. Horizontal Engine, one King Tomato Filler. All in perfect order. Address

C. M. H., care of Tee Trade.

STONE TOMATO SEED.

Canners ! Don't pay two prices for your Tomato Seed. We can furnish you pure, choice, new Stone Tomato Seed at 75c. per lb. in 25-lb. lots. Address,

OWENSBORO SEED CO., Owensboro, Ky.

FOR SALE.

Admiral Seed Peas, prices low.

Address,

THE EMPSON PACKING CO.,

Longmont, Colorado.

POSITION WANTED.

Do you want a manager or superintendent for your factory for 1905? Am up-to-date in all branches.

Address,

A. B. C., care of The Trade

FOR SALE.

We offer fifty barrels selected Crosby Sweet Corn Seed in the ear; also one hundred bushels J. J. H. Gregory strain of Crosby Seed Corn, best stock.

PORTLAND PACKING CO.,

Portland, Me.

WANTED TO BUY.

Two Copper Kettles, each of a capacity of 300 gallons, or more. Address,

THE EMPSON PACKING CO.,

Longmont, Colorado.

WANTED.

A Phœnix Bottle Capping Machine. Please state age, condition and price. Address,

PHŒNIX, care of The Trade.

FOR SALE.

Canning Plant in Delaware. Good location. Very complete for Tomatoes. Could pack Corn to advantage.

Address "Owner,"

Care of The Trade.

FOR SALE.

Canning Factory, located in Central New York, in the Mohawk Valley, on the great New York Central Railroad. Has a capacity of 50,000 cans of corn a day. Factory established 1888; has good reputation for first-class goods; equipped with all modern machinery. Address,

WHITESBORO CANNING CO., Whitesboro, N. Y.

FOR SALE.

4 Stevenson Triple Can Testers for 2-lb. and 3-lb cans, in good order. 1 King Tomatoe Filler, good as new. 1 Triumph Tomato Power Scalder. A quantity of Stowell's Evergreen Seed Corn, Grown in Ohio 1904, of good growing quality.

THE SEARS AND NICHOLS CO.,

Chillicothe, Ohio.

FOR SALE.

Complete Cannery Outfit.

One Soldering or Capping Machine, One Gas Engine, One Steam Engine, Two Upright Boilers, Two Process Vats, One Pulp Machine, One Copper Jacket Kettle and Capping Tools, 3000 Empty Tomato Cases, also Crates, Scalding Baskets, Buckets, etc. Address,

W. H. HILDEBRAND,

Box 419

Martins Ferry, O.

WANTED.

One Zastrow Hydraulic Crane, Three Closed Process Kettles, 43 in. diameter, One Hawkins Capper. State condition and lowest cash price. VINE,

Care of The Trade.

FOR SALE OR RENT.

Practically New Canning Factory, equipped with modern machinery, private siding, plenty of cheap labor, and any amount of acreage needed for the factory. RENT,

Care of The Trade.

WANTED.

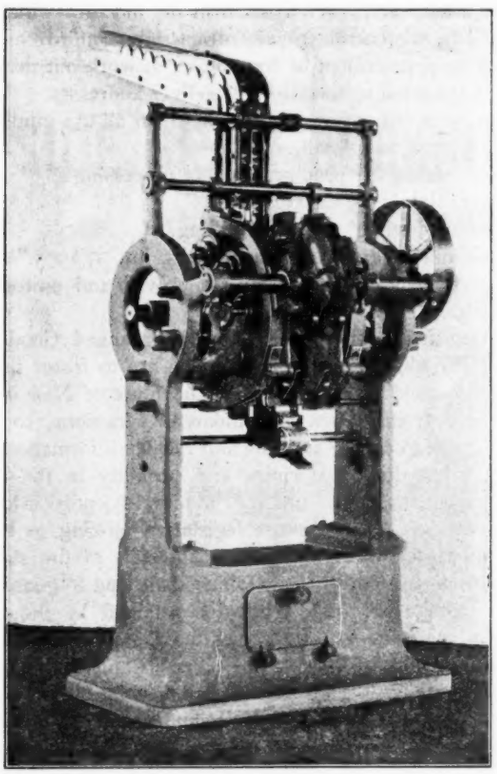
Parties having second hand Canning Machinery for sale, can dispose of it by applying to

"Machinery,"

Care of The Trade.

This Illustrates the Most Perfect Machine for

HEADING ROUND CANS.



It is continuous in operation and almost noisless. These machines are heading 130 condensed milk cans per minute, which is much less than their capacity. The bottoms are Tagger's tin which is very difficult material to handle in other heading machines. If bodies are of uniform size no crimping is required after these machines. Address

Utica Industrial Co.

UTICA, N. Y.

Manufacturers of Automatic Machinery for making Round Fruit Cans.

OUR

SOLDER

Is made to suit our customers and we please all.

WIRE, BAR AND DROP SOLDER.

ALSO

Acid, Spelter & Soldering Irons.

S. JOHANCEN & COMPANY,

737 EAST PRATT STREET

BALTIMORE, MD.

SOLE AGENTS IN THE EAST FOR

The Sprague Canning Machinery Co.

"Hawkin's" Continuous Capper,
"Jersey Queen" Filler,
Model "M" Corn Cutter,
Corn Cookers, Silkers,
and all
MACHINES FOR CANNING PURPOSES.

A 608 page Catalogue for the asking.

GEO. E. LOCKWOOD,

308 CHESTNUT STREET, Philadelphia, Pa.

If it is used in a Canning Factory I Sell it.

Cans, Shooks, Solder, Crates, Climax Flux, "Lockwood" Gas Machines. Tools, and Etc., Etc.

Dont worry, ask me, I'll get it for you.

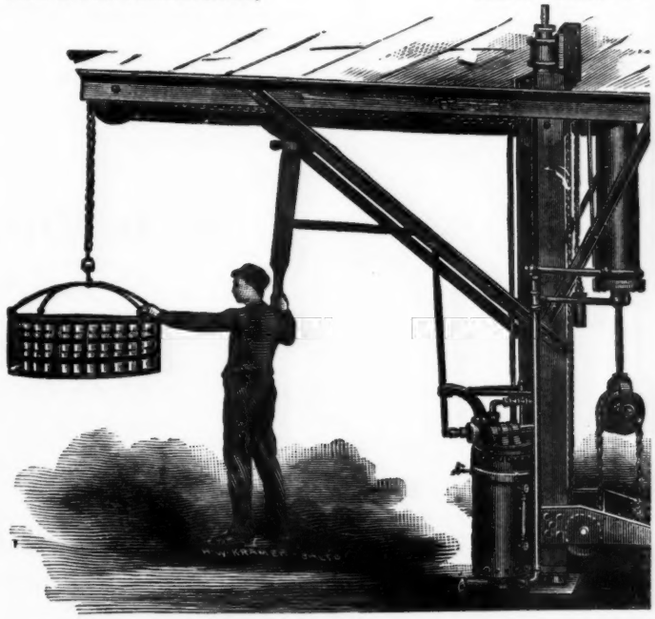
SECOND HAND CANNING MACHINERY.

My Motto:—
The Buyer Must be Satisfied.

GEORGE W. ZASTROW,

MECHANICAL ENGINEER,

1404 to 1410 Thames Street, BALTIMORE, MD.



The Crane here shown is entirely of iron and steel, put together in the strongest possible manner, which, combined with its simplicity, reduces the liability to get out of order to the minimum. The consumption of steam used as an impelling force is very small making it very economical. To all the above may be added, one man can operate it, having control of the article hoisted and the crane. The control, by means of the shifter handle, is absolute in raising, lowering or stopping the goods at any desired point. Hand power can be attached when desired, at a small additional cost, thus adding another desirable feature. Can refer to Wm. Numsen & Sons, Baltimore; Gibbs Preserving Co., Baltimore; C. E. Sears & Co., Circleville, O.; Buckeyestown Canning Co., Buckeystown Md.; Wm. Grecht & Co., Baltimore; W. W. Boyer & Co., Baltimore; T. J. Meyer & Co. Baltimore; Greenabaum Bros., Seaford, Del.; B. F. Shriver & Co., Union Bridge Md. Smith Yingling & Co., Westminster, Md.; Dunbars & Sons, New Orleans; Barataria Canning Co., New Orleans; Sciota Canning Co., Ashville, Ohio; Monocacy Canning Co. Frederick, Md.; Sac City Canning Co., Iowa; Salisbury Bros., Ridgely, Md.; F. & J. J. White, Williamstown, New York; Ross Bros., Seaford, Del.; Geo. W. Stradley, Laurel, Del.; The John Boyle Co., Baltimore; David Reis, Milford, Del., and others.

The California Association.

There has been considerable work done towards organizing the California canners into an association, and we had notice that a meeting was to be held at the Chamber of Commerce on January 12. Mr. Walter Field, of the Hooke-Field Company, has been mentioned as a leading spirit in this movement, and he certainly deserves credit for the work he is doing. It is understood all the canners of the State were greatly interested in the proposed convention, and would most likely be present.

This association should embrace the fruit and vegetable canners of the Pacific Coast, as there are a number of such factories now going up, or have recently been started in Oregon and Washington, not to speak of California. As the movement is now begun there is hardly any doubt they will see the advantage of it, and the association rapidly grow.

The association should also appoint representatives to attend the annual meeting in Columbus this year, which would complete the representation of the entire country and Canada at that meeting.

We have long expected that a move would be made to organize the Pacific Coast canners, and many thought that this was done when the California Canners' Association was formed. But this latter is an organized company and not merely a business association of canners, as is the case with the present movement.

The meeting of the 12th was to first organize the Association, adopt a Constitution and By-Laws, to discuss matters pertaining to the industry to appoint committees on legislation, transportation, etc., and other such matters of a regular association. The officers elected at this meeting will be announced next week, and also, we expect, a brief report of the proceedings.

The American Can Co. show their usual good spirit in taking care of the canners by providing a banquet and also a theatre party for all in attendance.

Mr. Field's two letters, soliciting attendance at the meetings are interesting, and we herewith reproduce them:

San Francisco, Cal., Dec. 3, 1904.

Gentlemen:—

For two years it has been my pleasure to attend the Convention at Milwaukee in 1903 and Columbus in 1904 of the National Canners' Association, not as a member but as a visitor and noting the many advantages to canners both instructive and social, it seems to me appropriate at this time to suggest to the canners of California that they get together, talk matters over, have a good time and form a permanent organization.

If you will stop to consider for a moment whether there are not many abuses and much friction in the industry which might be avoided by a general friendly discussion; improvements inaugurated by appointment of committees to work out details and invitations extended to specialists to deliver addresses.

I can point out a few subjects in which all are vitally interested, both large and small, such as—

"What makes the pear turn red in processing?"

"Buyers' labels vs. canners' label."

"Machine peeling vs. hand peeling."

"Minimum car increase to 40,000 lbs. Jan. 1, 1905."

"Uniform label allowance and improved and uniform contract of sales."

Quoting from the New York State Canned Goods Association: "The objects of this Association are to foster the interests of the canned goods packers of the State of New York, to protect them from unjust and unlawful exactions, to reform abuses in trade, to diffuse accurate and reliable information among members, to produce uniformity and certainty in the customs and usages of trade; to promote a more friendly intercourse between packers; to encourage legislation looking to the protection and fostering of the packing interests of the state, and to consummate any other results which shall tend to guard, maintain and publish the high reputation attained by the canning industry in this state in the packing of wholesale foods."

Quoting from the Western Packers' Canned Goods Association: The object of this Association is to protect the manufactures of hermetically sealed fruits and vegetables against unjust and unlawful exactions, to reform abuses, to amicably settle differences between its members, and to aid and assist in pro-

Labelling, Wrapping, Lacquering

at less than half your present cost with unskilled labor ought to make you think. You think and I know. Let me prove it.

E. J. Judge,

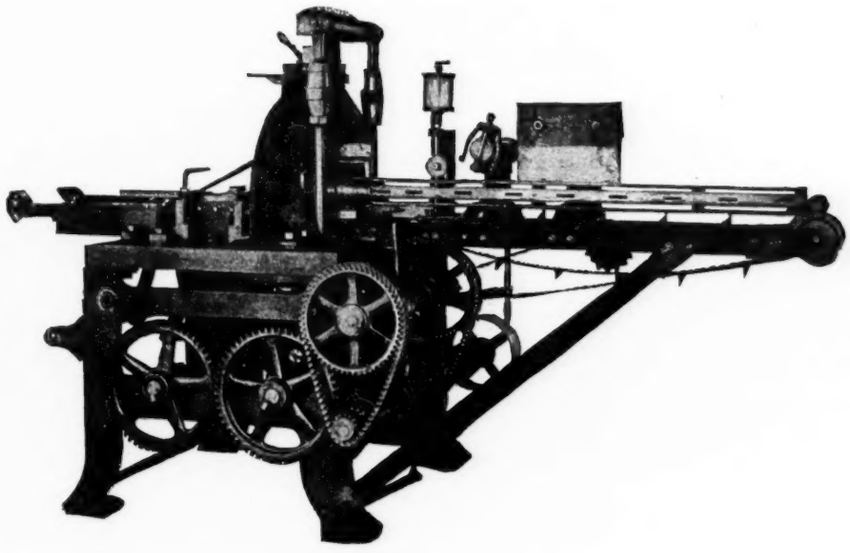
San Francisco, Cal.

STEVENSON'S

LATEST IMPROVED

SIDE SEAM LOCKING AND SOLDERING MACHINE.

PATENTED NOVEMBER 19, 1901. OTHER PATENTS PENDING.



The above cut is a representation of our latest improved lock seam body forming machine with side seam soldering device combined.

The important features of this machine are quick adjustments, and the rapid removal of jams and mashes. The latter is accomplished by simply raising the horn.

The capacity of the machine is 50,000 bodies per day.

Price on application.

We also manufacture AUTOMATIC HEADERS, FLOATERS, CRIMPERS, CAN TESTERS, POWER PRESSES, &c.

Machinery of all kinds Built to Order and Repaired.

STEVENSON & COMPANY,

601-7 S. Caroline Street, Baltimore, Md.

moting among them that good fellowhsip and friendly intercourse so essential to a successful prosecution of the business."

After discussing this latter with several local canners, who are heartily in favor of the idea, I respectfully submit it to you and request your coöperation. It is suggetsed the meeting be called for Dec. 30th and 31st, in this city, or later if many prefer, but our city is attractive at that time and it is the dull season for canners. I enclose a postal card which kindly fill out and mail me; if favorable replies are received, I will endeavor to make preliminary arrangements which will make the occasion both pleasant and instructive. If enough are in favor, special rates will be obtained from the railroads and hotels.

Yours truly,

WALTER M. FIELD.

San Francisco, Cal., Jan. 4, 1905.

Gentlemen:—

The Canners' Convention will be held in this city at the rooms of the Chamber of Commerce in the new Merchants Exchange Building, on Thursday afternoon, Jan. 12th, at 2 P. M. These rooms are tendered us by the courtesy of the directors and I hope Mr. Geo. Newhall, the president of the Chamber of Commerce, will deliver an address of welcome.

Special Railroad Rates.—The Southern Pacific and the Santa Fe have kindly made a rate of one and one third fare for the round trip. Purchase your ticket at regular rate to San Francisco and request the local agent to furnish you a receipt or certificate and this certificate when presented at the railroad office here will procure for the holder a ticket returning home at one-third the regular rate.

Hotel Rates.—The California Hotel will make a rate of $1.50 per day on the European plan, which gives you the privilege of eating where you please. Mention Canners' Convention when you register.

Program.—I hope to have some interesting papers read at the opening of the meeting on Thursday afternoon but am not prepared at present to outline a program. You will, however, hear from Mr. R. I. Bentley, of the California Fruit Canners' Association; Mr. Isador Jacobs, of the California Canneries Co.; Mr. Paul Shoup, of the S. P. Co., and Mr. Mansfield Lovell, of Hunt Bros. Co., and others. After these papers it will be the pleasure of the canners present to organize in such manner as they may consider best. Convention will hold second session at 10 A. M., Friday.

Banquet.—You are invited by the American Can Company to attend a banquet at the St. Francis Hotel. This is to be informal and it is desired that the member go from the meeting to the hotel and sit down to the table early and finish in time to attend the theatre, which the American Can Company have also generously provided for.

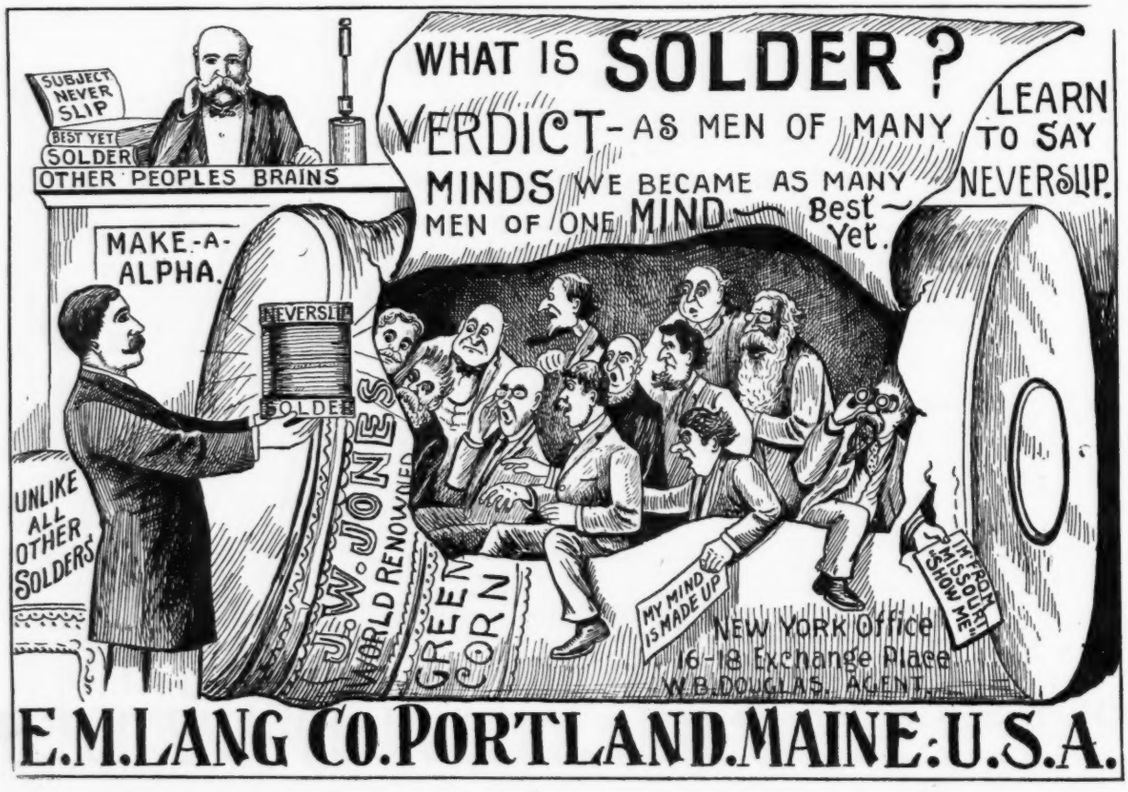
Your prompt acknowledgment is necessary because the American Can Company must know how many to provide for at the banquet and the theatre.

I hope to think of other features which will be pleasant and instructive before the time comes and all I ask is that you come to this Convention and come with all your ideas polished up so that others can get the benefit of your experience or any suggestions which you think will be for the benefit of the canning industry. Everyone seems to be thoroughly in sympathy with the movement and I have had but one objection, which is an unimportant one, to having an organization; so come along and get acquainted with your competitors; you will be heartily welcome.

Yours, truly,

WALTER M. FIELD.

POSITION WANTED—Thoroughly up in the following lines: Condensed soups, 21 varieties; straight cream soup, 6 varieties; Scotch jams, jellies, and marmalade, pickled peaches, catsup, baked beans, hominy, pumpkin. Address, M. W., care of The Trade.

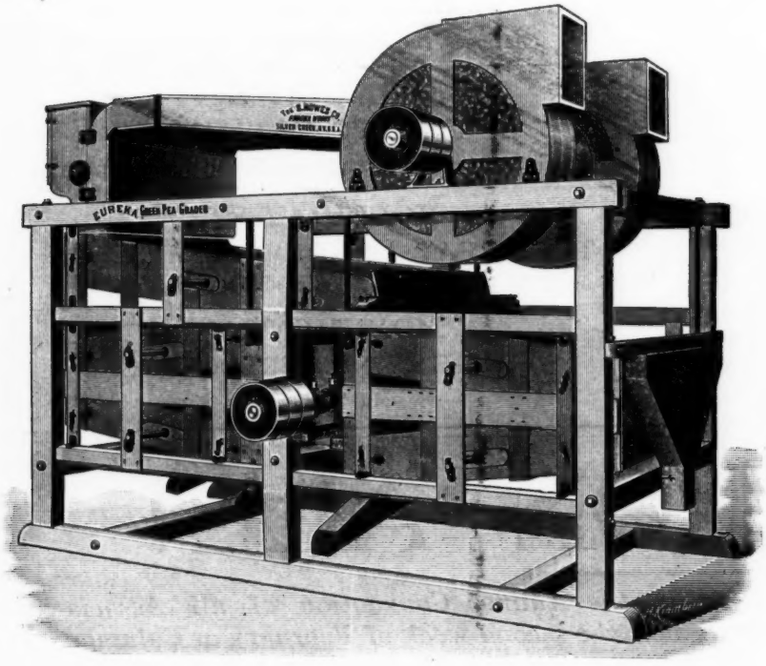


EUREKA EUREKA

When contemplating additions or changes in your factory, it will be to your interest to correspond with us.

THE BEST OF THEIR KIND—

The EUREKA



Green Pea Cleaner,

Green Pea Grader,

String Bean Grader,

String Bean Cutter,

String Bean Filler.

others, too!

They give universal satisfaction because they are perfect in operation, construction and durability.

THEY ARE SOLD UNDER AN ABSOLUTE GUARANTEE.

WRITE US.

The S. Howse Company,

(INCORPORATED)

Silver Creek, N. Y.

EUREKA EUREKA

Now is the time

To look up that machinery which you will not use next season, and exchange it

FOR CASH

by advertising it in the "Want Columns" of THE TRADE. This method will cost you but little, and yet will bring direct results. Do not delay. Look the matter up now and send it in to us.

THE TRADE,

Baltimore, Md.

AT THE THEATRES

Week of January 16, 1905.

FORD'S.
THE WIZARD OF OZ.
Matinees Monday, Wednesday and Saturday.

CHASE'S.
HEARTSEASE. HEARTSEASE.
Matinees Tuesday, Thursday and Saturday.

MARYLAND.
KEITH'S ELITE VAUDEVILLE.
Matinee Daily.

AUDITORIUM.
NAT. M. WILLS in "A Son of the Best."
Matinees Tuesday, Thursday and Saturday.

BLANEY'S
TWO LITTLE WAIFS.
Matinees Monday, Wednesday, Friday and Saturday.

HOLLIDAY ST.
THE GREAT AUTOMOBILE MYSTERY.
Matinees Monday, Wednesday and Saturday.

MONUMENTAL.
ROBIE'S KNICKERBOCKERS.
Matinee Daily.

ATTENTION—ALL!

As recently announced in THE TRADE, the Annual Convention of all Associations connected with the Canned Goods Business will meet the second week of February at Columbus, O.

These Associations are The Machinery and Supplies, The Western Packers Canned Goods, The Atlantic States, The National Brokers, and this year representatives from the National Wholesale Grocers Association.

It is the Most Important Event of the Year.

Everyone who can attend, should do so. There will be special hotel rates and reduced railroad fare. PARTICULARS regarding the meeting, the full program, a description of all machinery on exhibition will be given in

The Program Issue,

which will be published two weeks before the meeting—Friday, January 27—in plenty of time to make your arrangements.

Watch For It.

Every individual or firm having anything to offer or desiring to get into business connection with canned goods packers and those allied therewith, should have an advertisement in this issue. Whether you are a machinery man, a supply man, a broker, or have second-hand machinery to dispose of, here is your opportunity. Be quick about it as the time is short.

THE TRADE, 5 W. Pratt St., Baltimore, Md.

BALTIMORE CANNED GOODS MARKET.

REPORTED BY BROKERS.

F. O. B. Baltimore. Country Goods, F. O. B. Cannery.

UNLABELED GOODS ABOUT 2½c. LESS.

APPLES.

M. MORFIT, Broker, Baltimore.	Cash.		Regular.	
Standard 2s	$	.....	50	.....
" 3s	.....	.....	57½	70
" Gallons	.....	.....	1 65	1 90

BAKED BEANS.

Lunch 1s	$	.....	31	42
" 2s	.....	.....	40	70
Tall 2s	.....	.....	40	70
" 3s	.....	.....	55	90

BEANS.

Green String 2s	$	.....	50	75
" " 3s	.....	.....	75	90
" " Gallons	.....	.....	2 40	2 50
White Wax 2s	.....	.....	45	65
" " 3s	.....	.....	80	90
" " Gallons	.....	.....	2 25	2 60
Refugee 2s	.....	.....	80	.....
" Extras, 2s	.....	.....	1 25	1 60
Green Lima 2s	.....	.....	85	90
" " small 2s	.....	.....	1 10	1 25

BERRIES

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Strawberries	$	.....	55	.....
" Extra Fancy Preserved Strawberries	.....	.....	1 20	1 25
No. 1 Ex. Pres. Strawberries	.....	.....	80	.....
" 2 Standard Raspberries	.....	.....	75	.....
" Ex. Pres. Red Raspberries	.....	.....	1 20	.....
" Standard Blackberries	.....	.....	90	.....
" 3 " "	.....	.....	.....	.....
" 2 Extra Blackberries	.....	.....	1 20	.....
" " Fancy "	.....	.....	.....	.....
" Standard Gooseberries	.....	.....	95	.....
" " Blueberries	.....	.....	75	.....

T. J. MEEHAN & CO., Brokers, Baltimore.

Blackberries, 2s	$	.....	95	1 00
" " Pres	.....	.....	1 10	1 15
Blueberries, 2s	.....	.....	70	75
Strawberries, 2s	.....	.....	55	60
" Preserved 1s	.....	.....	75	80
" " 2s	.....	.....	1 15	1 30
" Gallons	.....	.....	.....	2 75
Gooseberries, 2s	.....	.....	95	1 00
Raspberries, Red 2s	.....	.....	70	75
" " " Preserved	.....	.....	1 20	1 30
" Black 2s	.....	.....	70	75
" " " Preserved	.....	.....	1 20	1 25

CHERRIES.

Red 2s	$	.....	55	60
White 2s	.....	.....	1 00	1 25

CORN.

M. MORFIT, Broker, Baltimore.

No. 2 Standard	$	.....	67½	70
" Choice	.....	.....	75	80
" Dry Pack	.....	.....	75	90
" Shoe Peg	.....	.....	85	1 00
" Choice Standard County	.....	.....	.....	.....
" Standard County	.....	.....	.....	.....
" " Extra County	.....	.....	.....	.....
" Fancy County	.....	.....	.....	.....

T. J. MEEHAN & CO., Brokers, Baltimore.

No. 2 Full Standard, Shoepeg	$	.....	60	65
" New York or Maine Style	.....	.....	67½	80
" Seconds, Soaked	.....	.....	.....	.....
" Standard, Evergreen	.....	.....	55	60

J. L. ROWLAND & CO., Brokers, Baltimore.

No. 2 Full Standnrd, Moist Pack	$	.....	55	60
" New York or Maine Style	.....	.....	67½	75
" Seconds	.....	.....	.....	.....

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Sugar Corn, Harford Co.	$	.....	55	.....
" " " Dry Packed	.....	.....	75	.....
" Ex. Sugar Corn, fine qual., dry pk'd.	.....	.....	85	.....

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 2 Full Standard, Moist	$	.....	52½	55
" New York or Maine Style Dry Pack	.....	.....	75	85
" Seconds " " "	.....	.....	.....	.....

CORN AND TOMATOES.

No. 2	$	.....	65	.....
No. 3	.....	.....	.....	.....

OKRA.

Standard 2s	$	.....	.....	70
" 3s	.....	.....	.....	90

OKRA AND TOMATOES.

No. 2	$	.....	.....	65
No. 3	.....	.....	.....	85

OYSTERS.

	Cash.		Regular.	
2s, 4 Ounce	$	.....	80	.....
1s, 5 "	.....	.....	85	90
1s, 8 "	.....	.....	.....	1 45
2s, 10 "	.....	.....	1 55	1 65
1s, Light Weight	.....	.....	47½	.....
2s, Light Weight	.....	.....	.....	.....
1s, Lunch Tins	.....	.....	.....	.....
1s, 6 Ounce Selects	.....	.....	.....	.....
2s, 12 " "	.....	.....	.....	.....

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 1 Extra Lunch	$	.....	1 00	.....
" 2 "	.....	.....	.....	.....
5 oz. No. 1 Standards	.....	.....	.....	80
10 " "	.....	.....	.....	1 50
5 oz. Standards, tall cans	.....	.....	85	.....
10 " " "	.....	.....	1 55	.....
4 oz. No. 1 Cove	.....	.....	75	.....
8 " 2 "	.....	.....	1 45	.....
No. 1 Light Weights	.....	.....	47½	.....
" 2 " "	.....	.....	85	.....

PEARS.

Bartlett 2s	$	65	.....	.....
" 3s	.....	75	.....	.....
Extra Bartlett 2s	.....	.....	.....	.....
" " 3s	.....	.....	.....	.....

PEACHES.

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 3 Standard, Yellow	$	.....	1 45	1 60
" Seconds, "	.....	.....	1 10	1 15
" Pie Unpeeled	.....	.....	80	85

T. J. MEEHAN & CO., Brokers, Baltimore.

3-lb. Extra Standard Yellow Peaches	$	.....	1 50	1 60
3-lb. " Selected " "	.....	.....	1 65	1 75
No. 3 Standard, Yellow, country packed	.....	.....	1 40	1 45
" Seconds, Yellow	.....	.....	1 10	1 15
" " White	.....	.....	1 05	1 10
2-lb. " Peaches	.....	.....	80	90
No. 2 Standard, Yellow	.....	.....	1 10	1 15
" " White	.....	.....	1 10	1 15
Gallons, Pie	.....	.....	2 65	2 75
3-lb. Pie	.....	.....	75	80

M. MORFIT, Broker, Baltimore.

No. 2 Standard White	$	.....	.....	1 10
" Extra Standard, Yellow	.....	.....	1 15	1 20
" Seconds, White	.....	.....	80	85
" " Yellow	.....	.....	85	90
No. 3 Standard, White	.....	.....	1 40	1 50
" " Yellow	.....	.....	1 45	1 50
" " Extra Yellow	.....	.....	1 65	1 75
" Off Standard, Yellow	.....	.....	1 30	1 40
" Seconds, White	.....	.....	1 10	1 15
" " Yellow	.....	.....	1 15	1 25
" In Syrup	.....	.....	1 35	1 40
" Pie, Unpeeled	.....	.....	85	90
No. 6 " "	.....	.....	.....	.....
Gallons, Pie, Unpeeled	.....	.....	2 75	2 90
" " Peeled	.....	.....	.....	.....

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 3 Pies, Unpeeled	$	.....	75	.....
" " Peeled	.....	.....	1 00	.....
Gallon Pies, Unpeeled	.....	.....	2 60	.....
" " Peeled	.....	.....	3 50	.....
No. 2 Seconds, White	.....	.....	80	.....
" " Yellow	.....	.....	85	.....
No. 3 Seconds, White	.....	.....	1 05	.....
" " Yellow	.....	.....	1 11	.....
No. 2 Standards, White	.....	.....	95	.....
" " Yellow	.....	.....	1 00	.....
No. 3 Standards, White	.....	.....	.....	.....
" " Yellow	.....	.....	1 45	.....
" Ex. Selected, Yellow	.....	1 60	1 75	.....

PEAS.

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 2 Early June, Full Standard	$	.....	70	80
" " " Sifted	.....	.....	85	1 20
" " " 2ds, labeled Standard	.....	.....	55	60
" Soaks	.....	.....	40	45
" Seconds	.....	.....	.....	.....
" Marrowfat, Full Standard	.....	.....	75	.....
" " White	.....	.....	.....	.....
" " Soaks	.....	.....	40	45

M. MORFIT, Broker, Baltimore.

2 Early June Standard	.....	.....	75	85
2 " Sifted	.....	.....	1 00	1 20
2 " Extra Sifted	.....	.....	1 10	1 35
2 " Extra Fine Sifted	.....	.....	1 40	1 60
2 " Petit Pois	.....	.....	1 75	2 00
2 " Off Standard	.....	.....	70	75
2 " Off Sifted	.....	.....	85	95
2 " Off Extra Sifted	.....	.....	95	1 15
2 " Off Sifted Petit Pois	.....	.....	1 40	1 75
2 " Seconds	.....	.....	60	70
2 " " Sifted	.....	.....	80	85
2 " " Extra Sifted	.....	.....	90	1 10
2 Marrowfat	.....	.....	75	85
2 " Sifted	.....	.....	85	95
2 " Extra Sifted	.....	.....	1 10	1 50
2 " Seconds	.....	.....	60	75
2 Sweet Extra	.....	.....	90	1 00
2 Sweet Petit Pois	.....	.....	.....	1 50

PEAS—Continued.

T. G. CRANWELL & Co., Brokers, Baltimore

	Cash.		Regular.	
No. 2 Second Marrowfat	$	.....	60	.....
" Standard " White	.....	.....	70	.....
" Second Early June	.....	.....	60	.....
" Standard "	.....	.....	75	.....
" Extra "	.....	.....	85	.....
" Sifted "	.....	.....	90	1 00
Ex. Sifted "	.....	.....	1 25	1 40
Ex. Fan. Sf'd " Petit Pois	.....	.....	1 60	1 75

PINEAPPLE.

Standard 1s, Eyeless and Coreless	.....	.....	.....	85
" 2s, " "	.....	.....	1 00	1 10
" 1s, Cocktail	.....	.....	.....	95
" 2s, "	.....	.....	.....	.....
" 1s, Grated	.....	.....	85	90
" 2s, "	.....	.....	.....	.....
Extra 1s, Eyeless and Coreless	.....	.....	1 50	.....
" 2s, "	.....	.....	1 75	1 85
" 1s, Grated	.....	.....	.....	1 00
" 2s, "	.....	.....	1 50	1 75
Preserved 2s, Eyeless and Coreless	.....	.....	1 85	1 90
" " Grated	.....	.....	.....	.....
Seconds 2s, Sliced	.....	.....	70	90
Pie Grated 3s	.....	.....	.....	70
Pie Grated, Gallons	.....	.....	2 10	.....

T. G. CRANWELL & CO., Brokers.

No. 2 Seconds, Not Eyeless	$	.....	70	.....
" " Eyeless and Coreless	.....	.....	85	.....
" Standards, Not Eyeless	.....	.....	90	.....
" " Eyeless and Coreless	.....	.....	90	.....
" Ex. " " "	.....	.....	1 20	.....
No. 1 Ex. Fancy Sliced, Eyel's & Corl's	.....	.....	.....	.....
" " Grated	.....	.....	1 00	.....
" " Cocktail	.....	.....	95	.....
No. 2 Extra Fancy Grated	.....	.....	1 75	.....
No. 3 Pie Grated, in Water	.....	.....	70	.....
" " in Syrup	.....	.....	75	.....
Gallon " in Water	.....	.....	2 10	.....
" " in Syrup	.....	.....	.....	.....

TOMATOES.

T. J. MEEHAN & CO., Brokers, Baltimore.

	Cash.		Regular.	
No. 3 Full Standards	60	.....	62½	.....
" Seconds	57½	.....	60	.....
No. 2 Full Standards	45	.....	50	.....
" Seconds	42½	.....	45	.....
Gallons, Standard	1 85	.....	1 90	.....

J. L. ROWLAND & BRO., Brokers, Baltimore.

No. 3 Full Standard	65	70	.....	.....
" Seconds	60	62½	.....	.....
No. 2 Full Standard	50	52½	.....	.....
" Seconds	45	50	.....	.....

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 3 Full Standard	62½	65	67½	70
" Seconds, Labeled Standards	60	.....	.....	62½
No. 2 Full Standards	47½	.....	50	.....
" Seconds, Labeled Standards	45	.....	.....	47½

M. MORFIT, Broker, Baltimore.

No. 3 Standard	70	75	.....	.....
" " Country	65	70	.....	.....
" " Extras	80	90	.....	.....
No. 2 Standard	50	55	.....	.....
" " Country	47½	50	.....	.....
Gallon, Standard	1 95	2 15	.....	.....

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Tomatoes	47½	.....	.....	.....
" 3 " "	62½	.....	.....	.....
" 3 Ex. Select Tomatoes, Tall Cans	95	.....	.....	.....
" 3 Second Tomatoes	60	.....	.....	.....
" 2 "	42½	.....	.....	.....
Gallon Standard Tomatoes	1 90	.....	.....	.....

NEW YORK CANNED GOODS MARKET.

(Reported by Special Correspondence.)

APPLES—Gallon New York State	2 00 @	2 10
" Maryland gallons	.....	1 85
APRICOTS—California Standards 2½s	.....	1 60
ASPARAGUS—Oyster Bay	3 75	3 90
" 3-lb. Tips	2 50	3 00
BEANS—No. 2 Lima	1 00	1 25
" No. 2 String, Southern	52½	55
" Baked, No. 3	65	70
" N. Y. String, 2s	1 00	1 50

NEW YORK CANNED GOODS MARKET—Continued.

CORN—No. 2 New York State	82½	90
" " Maine	1 05	1 10
" " Southern	77½	80
" " Western, 2s	75	80
LOBSTER—Flats, ½-lb	1 75	1 85
" flats, 1-lb	3 25	3 60
OYSTERS—5 Ounce Standards	82½	92½
" 2-lb. 10 Ounce	1 55	1 75
PEACHES—2½-lb. Siandard, California Yellow	1 65	1 70
" 3-lb. Extra, California Yellow	2 45	2 50
" Southern Standard 3s	1 20	1 45
PEARS—California 2½-lb	1 50	1 75
PEAS—No. 2 Early June Extra Sifted	1 35	1 50
" " " " Sifted	1 05	1 20
" " " " Standard	67½	80
" " " " Seconds	60	65
PINEAPPLE—No. 2, Eyeless and Coreless, Extra	1 75	1 85
" " Grated	1 75	1 90
" Standards	1 20	.....
" Gallon Pie, Grated	2 10	2 50
PUMPKIN—No. 3	50	65
" Gallon	2 00	.....
SALMON—Columbia River talls, 1-lb	1 70	1 75
" " " flats, 1-lb	.....	1 85
" " " ½-lb	1 12½	1 25
" Alaska Red, talls, 1-lb	1 20	1 23½
" Medium Red, talls, 1-lb	1 10	1 12½
" Chums, talls, 1-lb	.....	.....
" Sockeye, flats, 1-lb	.....	.....
" " talls, 1-lb	1 60	1 67½
" " flats, ½-lb	1 15	1 20
" Alaska Pink, talls, 1-lb	80	85
" Cohoes, talls, 1-lb	1 07½	1 10
" Cohoes, flats, 1-lb	1 15	1 17½
STRAWBERRIES—Gallons	4 25	.....
SUCCOTASH—Maine pack, 2s	.....	1 50
" other pack, 2s	.....	1 35
TOMATOES—No. 2 Standard Maryland	55	57½
" No. 3 " "	65	70
" No. 3 " New Jersey	75	80
" Gallons, Maryland	1 95	2 10
" Gallons, Jersey	2 00	2 25

CANS AND CANNERS' METALS.

F. O. B. BALTIMORE, MD.

CANNERS' AND PACKERS' SOLDERS.

	½x½	9x10	8x10
Drop and Bar	½x½	9x10	8x10
Wire Coil	$ 17½	17	16
Wire Segments	17½	17	16

CANS.

AMERICAN CAN COMPANY.

No. 1 S. H	$10 00 per thousand.
No. 2 S. H	13 00 "
No. 2 P. H	13 50 "
No. 3 P. H	17 00 "
Gallon P. H	42 50 "
No. 3 Jersey P. H., Standard,	18 00 "

SOLDER HEMMED CAPS.

S. H. $ .85 P. H. $1 30 P. A. H. $1 70 per thousand

INDEPENDENT PRICES.

No. 1.	2 S. H.	2 L. H.	3 Stand.	Gallons.
$9.50	$12.50	$13.00	$16.50	$40.00 per thousand

SOLDERING COPPERS MATERIALS, ETC.

Canmakers' Coppers	$ 24	.....	.....	.....
Carboys	1 50	.....	.....	.....

TIN PLATES.

I. C., 14x20, Charcoal Alloway	$	.....	.....	.....
I. C., 14x20, 107 lbs. Bessemer Steel	3 83	.....	.....	.....
I. C., 14x20, 100 lbs. Bessemer Steel	3 71	.....	.....	.....
I. C., 13½x19½, 95 lbs. Bessemer Steel	3 50	.....	.....	.....
I. C., 13½x19½, 90 lbs. Bessemer Steel	3 45	.....	.....	.....
I. C., 14x22, 110 lbs. Bessemer Steel	.....	.....	.....	.....
I. C., 14x22, 100 lbs. Bessemer Steel	4 01	.....	.....	.....

PIG TIN.

	5 to 10 tons	1 to 4 tons		
Straits	$29 35	29 55	.....	.....
Malacca	29 35	29 55	.....	.....

PIG LEAD.

Omaha	$ 4 75	4 85	.....	.....

Standard Sizes for Cans.

	DIAMETER.	HEIGHT.
No. 1 Cans	2¾ in.	4 in.
No. 2 Cans	3 7-16 in.	4 9-16 in.
No. 2½—California	4 in.	4¾ in.
No. 3 Cans	4 3-16 in.	4⅞ in.
No. 6 Cans, to contain double the quantity of No. 3		
No. 10 Cans, (Gallons)	6¾ in.	7 in.

All outside measure at largest parts.

HEYDEN SUGAR

Endorsed by the most prominent authorities in the medical world as being more healthful than cane sugar for use in the packing of food products. You have used it for the past six years; you can still use it. Write to us for our booklet quoting authorities.

Chicago, Ill
Philadelphia, Pa
Boston, Mass.
Providence, R. I.
Montreal, Canada.
Hamilton, Ontario.

A. KLIPSTEIN & CO.,

122 PEARL STREET,
NEW YORK.

ROBERT C. GRIFFITH & CO., Baltimore, Md.,
Agents for the Southern Canners and Packers.

E. E. MANHARD, Waterloo, Iowa.
Agent for Iowa, Wisconsin and Illinois.

THE LARGEST CANNERS USE

PERFECTION SOLDERING FLUX

PERFECTION TOMATO COLORING

PERFECTION TOMATO COLORING

WE MAKE COLORING FOR SUGAR BEETS, FRUITS BERRIES, Etc. SAMPLES FREE.

BALTIMORE CHEMICAL COMPANY,

Write for particulars regard coloring etc. SEVENTH & GOUGH STREETS, BALTIMORE, MD.

John G. Maier's Sons,

Cor. Gay and Frederick Sts., Baltimore, Md.

MANUFACTURERS OF

LACQUERS

ALL COLORS

GOLDEN.	ORANGE.
DEEP BLUE.	GREEN.
DEEP ORANGE.	RED,

SILVER, &c.

The Deep Blue, Deep Orange and Silver are the most suitable for rusty cans.

We are the oldest manufacturers of Lacquers for canners' use South of New York.

Write for prices and samples.

CANTON BOX COMPANY,

2501 to 2515 Boston St.,

BALTIMORE, MD.

Packing Boxes.

Made up or in Shooks. Cargo or Carload.

When in Doubt

whether it be of how to pack any special article, of the exact directions to put up anything in canned or preserved goods,

Consult

me, and I will give you the benefit of my years of experience in this line, and the charge will be very reasonable.

W. L. Hinchman,

26 Milton Ave., Baltimore, Md.

Gang Slitting Machine,

Hand Feed.

The IMPROVED GANG SLITTING MACHINE we illustrate below is designed for the manufacturers of Cans and other articles made of light Sheet Metal, Paper or Card Board, requiring uniform rectangular blanks. It will cut sheets 30 inches in width, and as many cutters may be used on the shaft as the space will permit.

Made in Two Styles—Hand or Treadle Feed.

John R. Mitchell,

Canning and Canmaking Machinery,

Foot of Washington St., *Baltimore, Md., U. S. A.*

MEAT AND VEGETABLE CUTTER.

FASTEST CUTTER IN THE WORLD.

Noiseless, Clean and Durable.

A GREAT TIME AND LABOR SAVER.

FOR CUTTING VEGETABLES

For Picalille, Chile Sauce, Worcestershire and Celery Sauce.

For Mince Meat, Crushed Fruits, &c.

WRITE FOR KRAUT CUTTER CATALOGUE.

JOHN E. SMITH'S SONS COMPANY,

BUFFALO, N. Y., U. S. A.

Every time you see this advertisement we want you to think of FLUX.

And every time you think of FLUX, we want you to remember that

EUREKA SOLDERING FLUX

Is the Best and Most reliable.

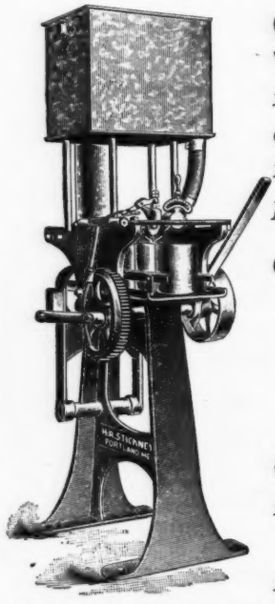
The Safest and Most Economical.

The Purest and Cheapest.

Our booklet tells how and why. Send for it today. Better still, send an order for a hundred pound keg.

GRASSELLI CHEMICAL CO.

CLEVELAND, OHIO.



SYRUPING MACHINE

instantly adjustible for any quantity while going, and feeding one, two or three pound cans.

Capacity Single Line, 25,000 daily
Price $125.00.

Double Line, Double Capacity.
Price $175.00.

Special can filling machines for all purposes handling CONDENSED MILK, BAKED BEANS, FATS, OILS, MUSTARDS, &c., in round or square cans or glass jars.

New England agent for Sprague Canning Machinery Company's full line.

HENRY R. STICKNEY,

PORTLAND, ME.

EMPLOYMENT EXCHANGE.

Paid subscribers can use this column *Free* for securing either positions or hands. To all others the charge is 20c. per line, one time, or 50c. per line, monthly; cash with order. Where the address is care of THE TRADE, stamps should be sent for answers, as the P. O. requires renewed postage on such.

HANDS WANTED.

WANTED—A reliable man who understands the manufacture of Catsups, Preserves, Baked Beans, etc. Give age, experience, reference and salary expected. Address "C. C. C.," care of The Trade.

SITUATIONS WANTED.

WANTED—Position by up-to-date processor, who understands the full line of corn, tomatoes, string beans, apples, pumpkin, etc., or in other words, fruits and vegetables of all kinds. Best of references. Address, Practical, care of The Trade.

POSITION WANTED—Being at liberty desire to engage with firm or corporation requiring services of manager or superintendent. I am also desirous after one year's approval, of getting an interest in the business, if possible. Can furnish refereuce if desired. Address X, care of The Trade.

Pickle and Preserve Manufacturer wants position as foreman or manager of pickle or preserve factory. Thoroughly up-to-date; thirty years' experience; good references; strictly temperate. Also understands canning. S, 284 South Union street, Grand Rapids, Mich.

WANTED—Position as superintendent and processor; have had 25 years experience in packing and processing all kinds of fruits and vegetables, oysters, shrimp, etc. I am up-to-date in the installation, care and working of all the modern machinery used in the factory, both as to the packing and can-making business. The finer grades of pineapples, berries, peas. corn, tomatoes and beans a specialty. I am strictly temperate, and can give any amount of best reference, including my last employers. Address Manager, care of The Trade.

Am ready to sign with large canning establishment of responsibility as superintendent or manager for 1905. Conversant with all branches of the canning business. Large experience in packing full line of fruits and vegetables, running canning machinery, and handling foreign and domestic help. Expert on peas and corn. Can remain with present employers. At liberty February 1st. Best of references. Only those willing to pay for the services of a first-class man need write. Address, "Western," care of The Trade.

I am open for an engagement the coming season with any company that will appreciate the services of a man who can manage a factory from the office down, no matter how large, with or without experienced help. Address "Central West," care of The Trade.

WANTED—Situation as manager or processor in packing house; understands processing in all its branches, also pipe-fitting, etc. Can make cans by hand or machinery and attend to all machinery for such. Twenty years of experience, best of references. Lawrence King, 2208 Fairmount avenue, Baltimore, Md.

WANTED—Position as superintendent or manager by January 1, 1905. Over twenty years practical experience packing fruits and vegetables of all kinds, also winter goods. For the past fifteen years superintendent or manager. Can show samples of this year, packed under my charge, corn tomatoes, string beans, apples and pumpkins. Understand machinery and can making. Can give best of reference as to character and ability. Address "Fidelity," care of The Trade.

Position Wanted—By a Practical Superintendent and Processor of 20 year's experience; can pack full line of fruits and vegetables; also, shrimp and oysters, baked beans, etc.; understand all the latest improved machinery for packing same. Address A., care of The Trade.

Notice to packers and canners—Your attention is called to the fact that the Superintendent Processors' Association furnishes you with first-class expert processors and superintendents free of charge, therefore, when you desire to make a change or are in need of a good superintendent or processor, kindly drop the Secretary a card or send stamps and he will furnish full particulars, so you can be placed in communication with several, and thereby select your own choice and make your own terms with them. For full particulars, address Wm. Smith, Secretary, Superintendent Processors' Association, care The Trade, Baltimore, Md.

Wanted—A Position as Superintendent in a Pickle and Preserving Works; have formulæ for making all grades of goods; understand steam fitting and machinery and can furnish good reference. Address M. J., care of The Trade.

WANTED—Position as Processor and Superintendent in Canning Factory. Can give plans for factory and set up all latest machinery and run same. Have had sixteen years experience. Address, H. Harding, Blanchester, Ohio.

...MAKE YOUR OWN CANS...

THE NEW SEAM SANITARY CAN.

Round, Square or Irregular Shapes For Food Products of all Kinds.

Require no Holes and Caps. The Entire Top Open.

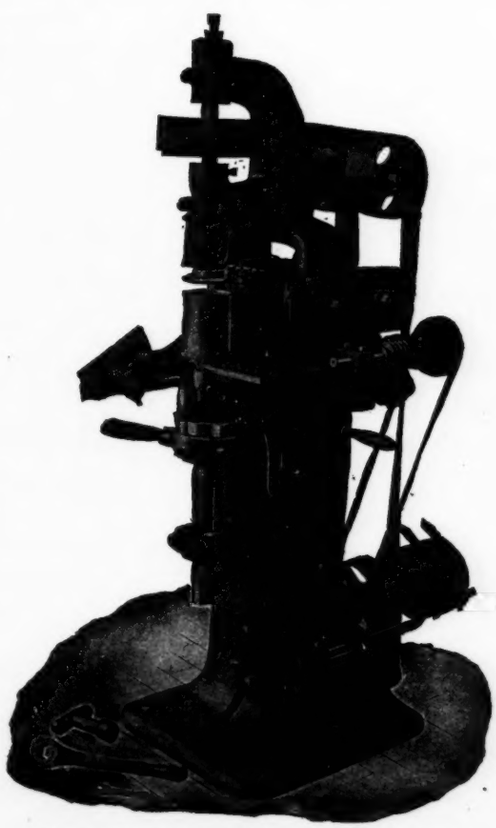
Closed without heat, solder or objectionable acid fluxes.

Will stand both retort and bath processing.

A perfect Sanitary Can being obtained, eliminating all the faults of the old style, making an ideal package, as cheap, more attractive, wholesome, better than anything yet devised.

A descriptive, illustrated catalog and samples will be sent upon request. State kind of goods packed.

A limited number of cans for trial will be sent, free of cost; but if a more extensive test is desired suitable arrangements may be made with Mess. Bogle & Scott, N. Y. C., for such "NEW SEAM SANITARY CANS" and the use of a Double Seamer, as illustrated."



No. 2 Automatic Double Seamer—Round Cans

—The—

Max Ams Machine Company,

Mount Vernon,

New York

U. S. A.

Originators and specialists in all kinds of machines for "Sanitary Cans," round, square, oval and irregular shapes. Patented in all countries.

It is the Leaks that Count.

CANNERS' SOLDERING FLUX

SHIPPED IN

Never-Leak-Packages

Insures you full measure and besides it is so concentrated that you get three gallons for one of the other kinds.

THOMSEN CHEMICAL CO.,

BALTIMORE, MD.

Let us send you a Sample.

The South

Is the coming section of the country for all classes of woodworking industries. Its resources in desirable woods, both in quantity and variety, exceed those of any other section.

Factory Locations

Unequaled for stave, heading, box, fruit package and miscellaneous artiles made of wood may be obtained along the lines of the Southern Railway. *Refer to File No, 26325.*

M. V. RICHARDS,

LAND AND INDUSTRIAL AGENT,

SOUTHERN RAILWAY,

WASHINGTON, D. C.

The Hastings Industrial Company,

79 Dearborn St., Chicago, Ill.

OUTFITTERS AND EQUIPPERS OF FRUIT AND VEGETABLE

Canning Factories.

Dealers in

Automatic Corn and Tomato Fillers,
Power Capping Machinery, Horizontal Retorts,
Traveling Hoists, Engines, Boilers,
Piping, Fittings, Belting, etc., etc.

You are solicited to correspond with us on anything pertaining to the canning line.

BALTIMORE SOLDER WORKS.

A. SCHULTZ & CO.

FACTORY

1015, 1017 and 1019 EAST FAYETTE STREET.

Pig Tin, Pig Lead, ——Tin Plate.——

MANUFACTURERS OF

THE ONLY RELIABLE SOLDERS FOR CANMAKERS AND PACKERS.

EXCELSIOR SOLDERING FLUX.

The best Flux for soldering Tinware. It is especially desirable for Capping, as it is not poisonous and does not affect the goods if a few drops get in the can.

WIRE SOLDER.

Our Segment Solder is the Best Capping Solder ever produced, always giving entire satisfaction.

Capacity of Furnaces

——20,000 Pounds Per Day.——

The only establishment in the country where you can get everything needed for canmaking and packing business. Thirty years experience supplying the trade.

A. SCHULTZ & CO.,

Baltimore, Md.

THE CANNED GOODS EXCHANGE

OF BALTIMORE, MD.

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BAKER & MORGAN,

Canned Goods Brokers,

ABERDEEN, MD.

CORN AND TOMATOES A SPECIALTY.

TIN STRIPS AND CIRCLES

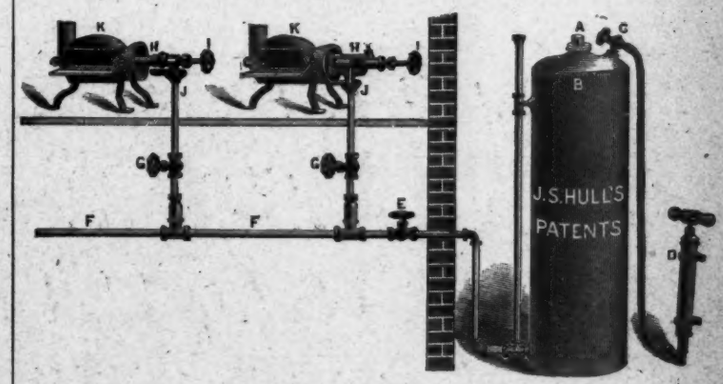
BOUGHT BY **AMMIDON & CO.**

2215-17 Boston Street, BALTIMORE, MD

J. S. HULL MFG. CO.

125-127 EAST FALLS AVENUE,

BALTIMORE, MD.



Manufacturers of

HULL'S

PATENT GASOLINE BURNERS, FIRE POTS AND HEATERS.

Repairs Promptly Attended to.

CANNING HOUSE SUNDRIES.

American Can Company

Principal Sales Offices:

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